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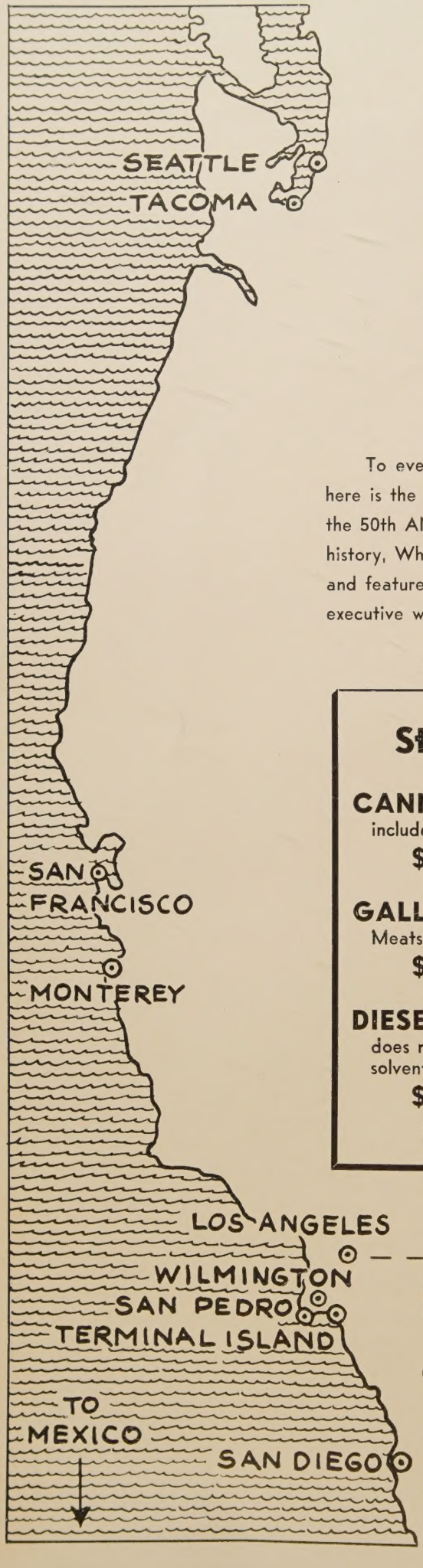

For the Advertiser . . . No. 1 for '51

The GOLDEN JUBILEE Book

Published in July, 1951—commemorating the 50t ANNIVERSARY of CALIFORNIA'S FABULOUS TUNA INDUSTRY

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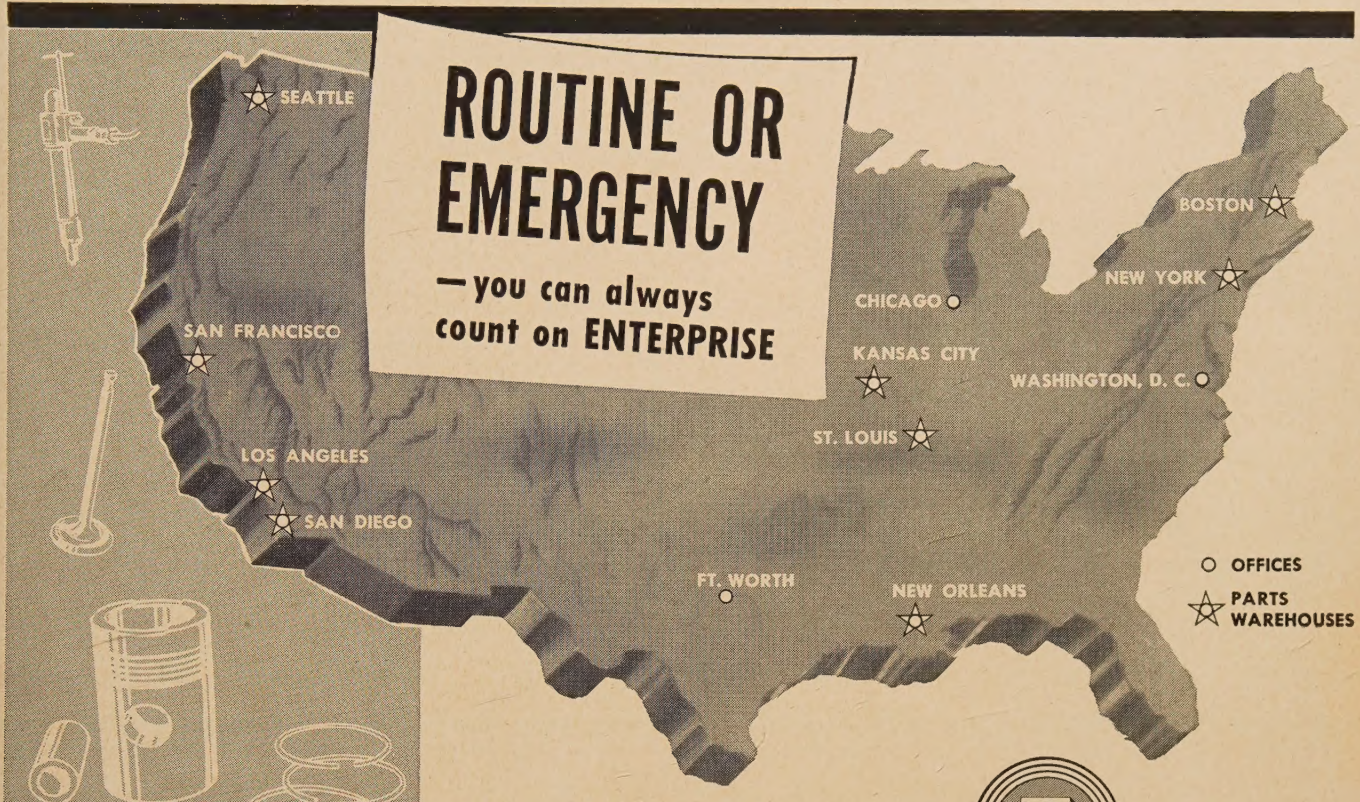

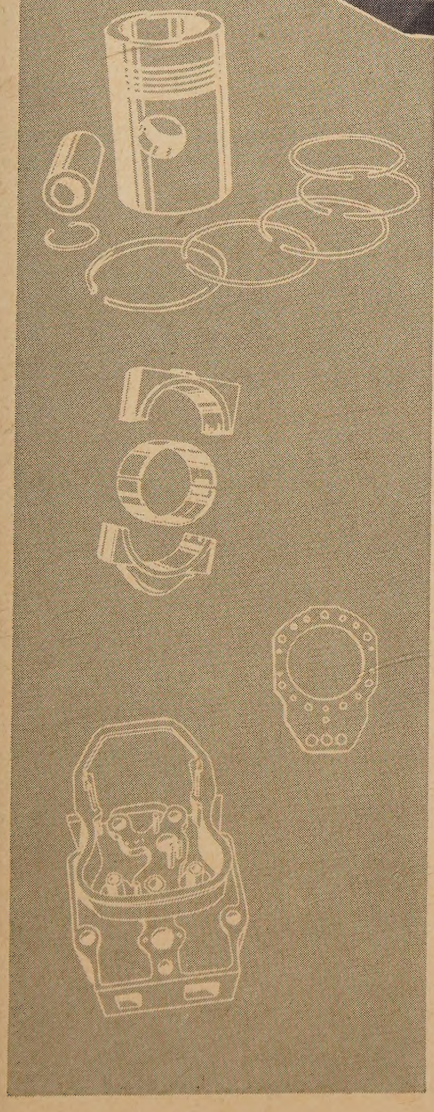

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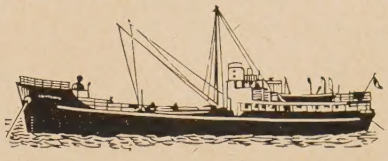

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DATA

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UNIT Fishing boat "Josie Lena" - 57' 60 H.P. Atlas Diesel engine

PART Reverse gear - self-lubricated

CONDITIONS Fish high seas - Albacore + shark off California + Mexico Coasts

OWNER Joseph Piazza - San Francisco

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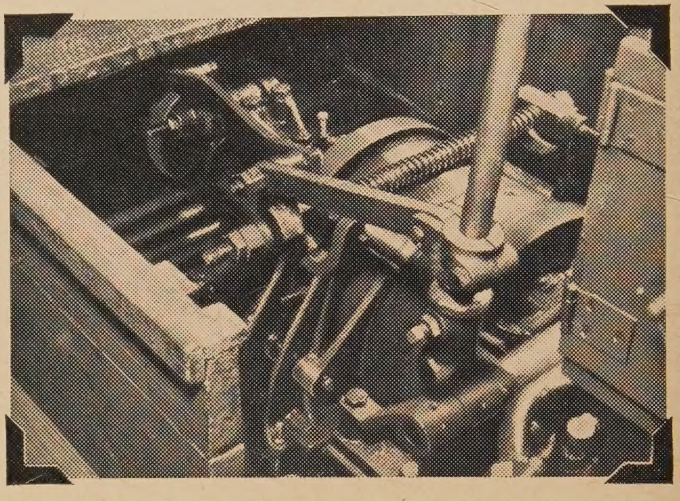

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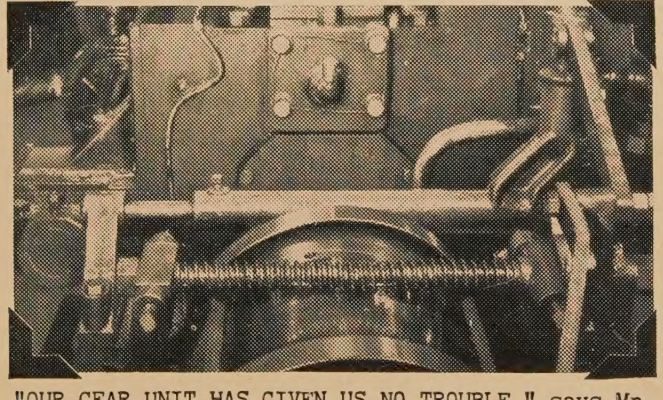

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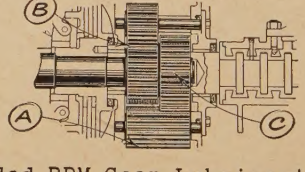

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PAN-AMERICAN fisherman

EWSmagazine of PAN-AMERICAN FISHERIES
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COVER

The 121-foot wooden clipper, Countess, now hing, Captained by Tony Francisco, latest off ys at Tacoma Boatbuilding Company, Tacoma, ash. Like many big clippers, clipper is fitted th radiotelephone from Al Henderson's San ego firm, Pacific Electronics. Other first-class uipment: Raytheon Manufacturing Co.'s Fathneter, and nationally-known Danforth Anchor o.'s newest unit.

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ABOUT THIS ISSUE:

SINCE the day when big Arne Strom, and others of his foresight, got the idea that commercial fishing could become a bigger boy on the West Coast by virtue of larger boats, various shipyards have been turning out, mainly at the request of fishermen themselves, clippers of greater tonnage, year after year. Some of the most successful of these vessels, of course, are reconversions, and, in this particular field of marine construction, Strom not only has set a fast pace, but he has, as well, established a reputation for taking tough jobs and face-lifting them at a reasonable cost. One of his more notable accomplishments in this line was the reconversion of a bomb-battered tug to the *Scarlet Queen*, still the biggest clipper in the tuna fleet. That, however, was only a starter; since the *Queen* went to sea, as a matter of fact, Strom's yards have been swamped with orders for similar work, with much of it coming from State and Federal fisheries agencies. President, founder and part owner, along with Haldor Dahl, of Tacoma Boatbuilding Company, Tacoma, Washington; and Harbor Boat & Yacht, San Diego, California, Strom has had a turbulent and colorful career. Some of this Bob McGraw, *Marine Press* Staff Writer, has managed to serve up in this issue. The story is called *Reconversion, King-Size*, and it's an interesting one. You'll find it on page 10.

●

As we promised last month, you'll find Larry Lusitana in print herein. He's *Pan-American Fisherman's Progress & Production* Editor, and his stuff is on page 16. Since the announcement was made involving the creation of this section, stacks of letters and other mail have reached this magazine from manufacturers anxious to acquaint our readers with what they have for sale, and most of it has dealt with high class merchandise. Lusitana tells us that he expects to keep this section devoted, in the majority of instances, to little-known products, or to those with an especially interesting possibility. In this manner, he contends, the information contained in his pages will have much more of an interesting punch, thus making for better reading.

●

The second, and final, installment of *Progress & Pink Gold*, a story of Marine Products Company, San Diego, California, appears on page 15. In the main, it deals with the packing procedures, house policies and personnel of this interesting and colorful firm, although there is a synopsis of the career and personalized characteristics of Mr. Lucian K. Small, President of the organization, included. We were very much gratified by the results of the first part of the article. Shortly after it came out, Mr. Albert W. Wiese, Bureau Manager, *United Press, Associations*, San Diego, California, phoned us and asked our permission to re-print this for release to radio stations on a national basis. Thank you, Mr. Wiese!

●

IF the career of A. J. Sutherland, San Diego, California's, widely-respected President of Security Trust & Savings bank, has become a source of interest to youngsters with financial leanings, he can thank his father for some apparently good advice. According to Frank Evans, *Marine Press* Contributing Editor, Sutherland *pere* warned his son, early in that gentleman's banking nonage, that Knowing The Public was an all-important prerequisite to success in moneyed circles. In any event, that was one of Sutherland Junior's first attempts, when he came to San Diego in 1928—that is, to learn what made the bank's clientele, and particularly that represented by commercial fishermen, tick. In this, of course, he was faced with more than that appearing on the surface—e. g., nationalities, traditions, theories, etc. How far he went in this respect is well-known in Border City banking emporiums today, and part of it is the theme for Evans' story, which you'll find on page 13. —*John Springer*

EDITORIALS

IS THE QUOTA FEVER SPREADING?

Very nearly everyone these days seems to favor "quota systems." The tuna industry wants a quota on foreign importations of fish; Louisiana and Texas want a quota slapped on Mexican shrimp. Rumor now has it that even the San Diego, California Police Department has gone quota-minded; that traffic officers are asked to turn in, each day, a specified number of overtime parking citations. Whether these reports are true or not this magazine dosen't know. However, if such *is* the case, then many of the law's majestic arms are getting fat on the waterfront. For the past month, indeed, the area ranging from lower Broadway Street to the "B" Street Pier has been so congested with police uniforms that one wonders how they got by without a traffic officer to direct their own concourse. About the only articles to escape their minute attention have been baby carriages and pidgeons; in fact, their adherence to duty and their interpretation of the law's last and finest letter was a heart-warmingly efficient thing to watch. On one occasion, for example, there were no fewer than one motorcycle and two prowl cars patrolling this two block sector. On another, a motorcycle minion tagged an automobile for overtime parking, and, after cycling off, he was succeeded within twenty seconds by a prowl car, which erupted two policemen who put a second tag on the same vehicle. On still a third, a man parked, got out, and fed a nickle into a meter, before he discovered it to be damaged. This meter had more than an hour's time to go, but the red flag was up. Neverthless, when the driver returned, he discovered his car tagged, an act for which there is no excuse, barring the possibility that the catchpoll respon-

(*Continued on page 31*)

An Odd Swap

Cecil W. Drake, San Diego, California, boat broker and ships chandler, is reported to have moved his operations and family to Mobile, Alabama, thus, according to a newspaper report, "leading off the long-threatened" mass exodus of the tuna industry to various Gulf State ports. Surprisingly enough, when the average newspaper's attention to fact is considered, a part of the report is true. Drake's family has indeed taken up residence in Mobile. But to say that Drake has moved his operations to the Southland is to be guilty of error. Drake has merely moved his headquarters closer to his $250,000 menhaden plant in Pascagoula, Mississippi, which, for the next year, due to its very recent completion, will demand his close attention. But he has not given up his San Diego interests; his boat brokerage office will remain intact, as will his ships chandlery. To these he will allocate a portion of his time each month.

The incident does, however, pose a question, and one that is the direct outgrowth of San Diego City and County's insatiable appetite for mismanagement of tunaboat personal property tax money. How far will the City and County of San Diego go in the matter of taxing the tuna industry, in other words, and then channeling these moneys in a way that benefits few persons in the tuna industry? Let's look at the picture for a moment, from an industry standpoint. The tuna industry itself is worth about $65,000,000 to San Diego. In 1950, it spent, collectively, around $18,720,000 for tins and labels; $10,155,625 for meats, dairy products, and produce; $18,887,860 for Diesel oil and lubrication oils; $21,043,085 for insurance; $21,043,085 for maintenance and repairs, and $6,548,285 for fishing supplies, such as bait, poles, boots, and other equipment, to say nothing of jewelry, household supplies, automobiles and a thousand other items purchased individually by fishing families. A great portion of these moneys went into San Diego tills. Last year, moreover, San Diego canners bought $40,000,000 worth of raw fish, in order to do a $67,000,000 business. To turn this over meant *employment*, and, subsequently, more economic health for San Diego. Yet we have this ridiculous hook: Apparently unappreciative of the almost dogged citizenship and civic-mindedness of industry people, the City and County of San Diego slapped a $600,000 tax bill last year against fishing boats alone, to say nothing of the nick levied against its workers, plant improvements, assessory interest taxes, et cetera; and that's not all. So little of it went for waterfront improvements as to be negligible. Out of millions coughed up by fishermen since 1935, in personal property tax plastered on their boats, only $150,000 a year was turned over to the Harbor Department. That outburst of altruism stopped after 1948; since then the Harbor hasn't received a dime for tax squeezed out of its own backyard. In ramming through an order for three new piers, to be finished in July, John Bate, Harbor Director, was forced, in point of fact, to pay the winning contractor out of revenue derived from waterfront popcorn stands, rentals, and the baseball park lease. True, Assessor Crowell D. Eddy's office is not responsible for the mess known as personal property tax, even though some relief in the measure would bring in three or four times the amount of out-of-state boats who need repairs and supplies, but who avoid the port of San Diego because they're taxed blind for visiting the city, and laying in these supplies. Neither is John Bate and his staff at fault; it is fortunate that Bate is a good fighter and administrator, otherwise the picture might be even worse. Briefed down, do San Diego City and County want to trade nearly $1,000,000 worth of unfair taxes extracted each year from canners and fishermen for a huge industry, or do these Administrations want to allocate some of it to benefit the industry from which the tax is taken? If the former case is to remain the keynote of City and County operation, as regards the tuna industry, then it is definitely an odd swap.

Boat owners
Fishermen
Cannery workers
Canners

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The GLOBE

An International News
File compiled by
FOREIGN BUREAUS
of
Marine Press Association

Hamilton, Bermuda.—There is a possibility that new fishery resources may be opened up within the next few months a few miles off the shores of Bermuda, according to Dr. Louis W. Hutchins, Director of the Biological Station at Bermuda. Sonic depth findings (500 fathoms) in a recent research survey have shown that there is a constant echo from something at that depth, reports a January 22 American consular dispatch from Hamilton. It is hoped by local promoters that the reason for this constant echo may be shrimp or other valuable food, and that experiments may open up commercial fishing. There is some secrecy shrouding this research effort of the Bermuda Biological Station, which is operating on Government orders. Private interests are working simultaneously and are ready to exploit the new resources if they materialize. Every effort is being made to make the first trawl with the nets which are now on order from England and other countries before the Oceanic Fisheries Conference meets here on May 28, 1951. There has been a lot of international interest shown in the matter already. Investigations have been sent to fishing experts in many countries and several replies have been received. Representatives from the Bahamas will attend, together with groups from the United States.

Vancouver, British Columbia.—The British Columbia commercial herring fishing season opened on November 2, 1950, and within three days fishermen in the Gulf of Georgia had landed 36,000 tons, with 4,000 tons left before their quota for the area would be exhausted, according to a January 8 American Consular dispatch from Vancouver. As of December 16, 1950, when fishermen took their annual Christmas holidays, 111,000 tons of herring had been landed out of total quotas of 155,000 tons. These quotas are sometimes extended if the fish prove abundant. Fishermen were receiving $7.50 per ton for their catch which actually costs the processors $21 to $22 per ton by the time the processors have brought it to the plant. Practically 95 percent of the catch goes for reduction into oil and meal. Current prices for herring meal for feed are $1.90 per unit of protein. The herring oil used in margarine and by manufacturers of soap is bringing 16 cents per pound. There is no marketing problem for these products since this year the demand is stronger and the demand for oil is greater than for meal, which is the reverse of the trend last season.

Athens, Greece.—A new fishing record was established in Athens by the Greek Government fisheries research vessel Alkyoni, financed under Marshall Plan aid, when 6,000 pounds of fish were caught in a single haul of the net. The haul was made in northern Aegean waters, the Economic Cooperation Administration reported on January 26. According to all available records, it was the largest single catch made in the Aegean Sea in modern Greek history. The Alkyoni has been carefully charting fishing possibilities of Greek waters for more than a year. Scientists had suspected the existence of a large fish population far below levels usually reached by commercial fishermen. Locating a new fishing bank with the vessel's depth recorder, the crew lowered their net all the way to the bottom, about 220 fathoms. The big haul resulted.

Oslo, Norway.—After months of negotiation, Norway and Sweden have signed an agreement settling the dispute concerning the rights of Swedish shrimpers in Norwegian territorial waters, according to a January 11 news release from the Norwegian Information Service. The agreement, which "regulates conditions of fishing in certain coastal waters belonging to Norway and Sweden," must be ratified by the Swedish and Norwegian Parliaments before it becomes effective. According to the terms, Swedish fishermen will be permitted to fish in specific waters of the outer Oslofjord. The same rights will be granted Norwegian fishermen in Swedish waters off the coast of northern Bohuslan province. Swedish and Norwegian fishermen, plying their trade in waters belonging to the other country, will have to comply with all laws and regulations applicable to fisheries in those waters. Each nation will have full police and jurisdictional authority over fishermen from the other country, while they are in that nation's waters. The agreement also specifies what type of gear may be used by Norwegian and Swedish fishermen, respectively.

Casablanca, French Morocco.—Figures are not yet available for the French Morrocco's 1950 fish canning season, which reaches its peak at the end of the year. Preliminary reports indicate, however, that the 1950 fish catch will exceed 100,000 metric tons (chiefly sardines) as compared with approximately 93,000 metric tons in 1949, reports a December 19 American consular dispatch from Casablanca. It seems probable, therefore, that the sardine canning industry will surpass last year's total of 2,500,000 cases. Markets are of increasingly greater concern to this industry, which was helped substantially in the current year by a British Government order of one million cases. It is reported that this order will be renewed however, and in addition the industry hopes for increasing success in the German and United States markets. Sardine exports to the United States will probably exceed $200,000 in 1950 as against less than $50,000 in 1949, and greater attention is now being given to American tastes in labelling and packing.

Vigo, Spain.—There was practically no fish canning during December 1950 by plants in the Vigo area of Spai, a January 8 American consular dispatch from Vigo reports. Instead, most of the plants were engaged in processing anchovies in brine for packing at a future date. Tinplate shortages continued acute, although the industry is hopeful that 1951 will bring a partial remedy of this situation through imports from France, Germany, and Italy.

PAN-AMERICAN
fisherman
NEWSmagazine of PAN-AMERICAN FISHERIES

Christenings, Records, Protests

INTO THE DRINK

Antoinette B:

First major launching of the year at the National Steel and Shipbuilding Corporation yards, San Diego, California, saw the 121-foot, all-steel *Antoinette B.* ease into San Diego Harbor after colorful christening ceremonies. The vessel, built for French Sardine & Associates, Terminal Island, California, was named for Mrs. Antoinette Bogdanovich, the widow of the later Martin J. Bogdanovich, industry pioneer. She was matron of honor at the cerominies, and her daughter, Geraldine, was sponsor. Built at an approximate cost of $375,000, the clipper has a cargo capacity of 255 tons, and a cruising range of about 12,00 miles. Other statistics: fresh water capacity, 3800 gallons; lubricating oil capacity, 1300 gallons; fuel oil capacity, 36,556 gallons; crew's quarters for 14 men; molded beam, 27 feet; molded depth, 13 feet 10 inches; molded height to raised deck, 20 feet 6 inches.

The main engine is an Enterprise DMG 36 diesel, single acting, direct reversible, 4-stroke cycle, 12″ x 15″ 400 RPM, supercharged to provide 600 BHP. Auxiliary generating engines are Murphy 6-cylinder diesels, 90 KW, 220 volts, 3 phase AC generators. Direct-connected, they have a 4-stroke cycle, and turn up 1200 RPM. The hull is electric arc welded steel. The *Antoinette B* has a raked stem and a modified tuna vessel stern. Shell plating is 5/16″ steel. Floors are constructed of 5/16″ steel plate in the engine room and wherever floors are oil tight. Other floors are ¼″ plate. A 5/16″ center vertical keel is provided.

BIG DOINGS

Record Pack:

America's tuna industry completed the most successful season in its history during 1950 when a total of 1,189,172 cases of tuna were counted, the major portion of which was caught and packed in California. In releasing the final figure, *Pan-American Fisherman* magazine conducted a minute review of official records to determine a definite and correct total, thus establishing some reports as erroneous by some 9,172 cases.

Southern California's share of 1950's record sea harvest was 193,201 tons, of which more than 8,500 tons were imported from Japan, Mexico, Costa Rica, Peru, Ecuador and Australia. Other figures that demanded refutation were the number of clippers in port in San Diego, California. There were 150, or more, tuna vessels idling in berth at the month's end, not 100; and, also, there were more than 111 clippers at sea. As an added note of interest, informed sources say there will not be a shortage of tuna by mid-April.

ENCROACHMENT

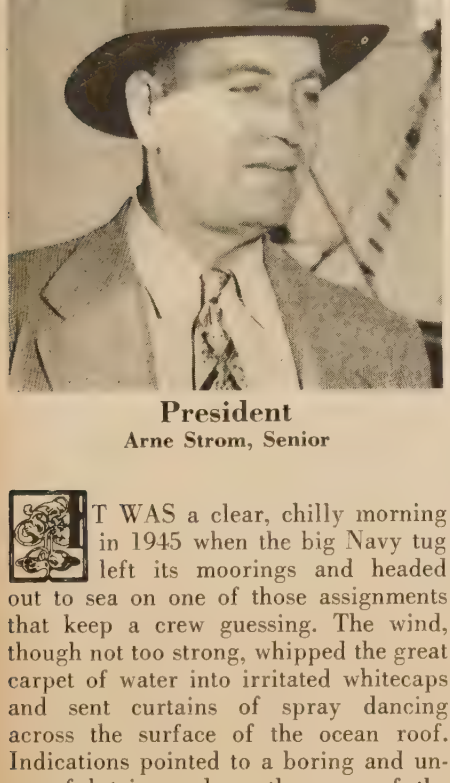
Documentation:

An official just returned to his desk from a three-month study of Japanese laws governing the regulation and enforcement of marine fisheries reported the Japanese were becoming so thick in the fishing industry they were jeopardizing continued productivity of fishery resources by over-fishing. Too, the increase of men and boats had decreased the catch per Japanese fisherman to a low and unprofitable level.

Richard S. Croker, Chief of the Bureau of Marine Fisheries, California Division of Fish and Game, took a three month vacation and compiled a dossier of facts that has since led to unlimited discussions by both American and Japanese fishing officials. Croker said: "Japanese coastal fisheries are floundering in a turmoil of unenforced regulations. Unlawful procedures in catching fish, a situation directly responsible to inadequate law agencies and personnel, and a conflicting interpretation by both fishermen and enforcement bodies of written laws, has resulted in a dangerous situation. (*Continued on page 29*)

Headed for the Deep

The *Antoinette B*, a National Steel & Shipbuilding Company product, named for Mrs. Antoinette Bogdanovich, widow of the late head of French Sardine Company, Terminal Island, California.



President
Arne Strom, Senior

Arne Strom's Yen to Turn a Bomb-battered Tug Into a Big Tuna Clipper Led to Plenty of

Reconversio

by Robert McGraw

Photographs by
DEAN PIEPER

IT WAS a clear, chilly morning in 1945 when the big Navy tug left its moorings and headed out to sea on one of those assignments that keep a crew guessing. The wind, though not too strong, whipped the great carpet of water into irritated whitecaps and sent curtains of spray dancing across the surface of the ocean roof. Indications pointed to a boring and uneventful trip, and, as the crew of the vessel went about its duties, the sturdy craft added to the lassitude by effortlessly and monotonously cleaving the green wetness that challenged her power. On the fourth day out, the picture remained unchanged. The sun, as usual, pushed an inquisitive eye over the horizon, and beamed its warm rays on the backs of the grateful American tars. The gentlemen of the deep didn't know it, but the sun that day was to play an important part in circumventing disaster.

They were on deck, to a man, when suddenly, far off to starboard, came the ominous sound of a plane. Bent over coils of rope and other equipment, they straightened up, cupped hands over eyes and gazed skyward. Several men, officers among them, produced binoculars, which they leveled in the general direction of the sound. Seconds later, hell broke loose aboard the tug. Men, formerly frozen with apprehension, ran to their battle stations, and, within seconds, the craft was bristling with armed resistance.

Kamikaze!

To be sure, this crew had had its share of close squeaks during the war. But, respite the detailed instruction and preparation hurled at them in training, here was something new and fear-inspiring. They had heard, of course, about a species of Japanese warbird who, in seeking the glory of mention by his Imperial Majesty, Emperor Hirohito, would strap himself into the cockpit of a Zero whose nose was loaded with high explosives, and ferret out an enemy vessel as target for a final sacrificial dive.

Here it was then, first-hand!

For a reason no mortal ever will know, the suicide came in with the sun in his eyes. Perhaps this mistake, more than any other, was responsible for the margin that marked the difference between death for the crew and Davy Jones merchandise for the tug, as the ship's guns failed to make a single direct hit. At any rate, the pilot, instead of landing on deck, smashed into the ocean about ten feet from the craft. The explosion ripped the hull and deck of the tug to shreds, stilled the engines and knocked every man flat. But there were no casualties or serious injuries, and, quickly recovering, the men started the pumps, coaxed the damaged engines to coughing action and headed back to their base. That miss, brought about by intervention of a certain friendly heavenly body, was a lucky day in the lives of a number of people, including a bluff, taciturn, West Coast shipbuilder, even though he was, at the moment, miles away from the scene.

BIG Arne Strom, a Nordic-American who, since 1938, has been President and part owner of Tacoma Boatbuilding Company, Tacoma, Washington; and, more recently, of San Diego Harbor Boat & Yacht Company, was used to hard work, large operations and the practice of economy. He got his start as a fisherman when, as a youngster with a fascination for the Big Water, he signed on for a trip, and formed the idea, before returning to port, that small craft and big catches of fish hardly went hand-in-hand. In the years, and subsequent trips, to follow, this idea became yet more fixed, and, by the middle 30's, he had decided to build, one day, these monarchs of the fishing industry. This desire never cooled and, when finally he met Haldor Dahl, his present partner, he lost no time in establishing Tacoma Boatbuilding Company. They directed the business to a better than moderate success for seven years, but Strom's big break didn't come until that morning when he read about a deep-sea Navy tug which had taken a beating from an enemy plane in the South Pacific, and was being towed to an American port. When he discovered that the Navy, soon thereafter, wanted to sell the tug, he decided to make a long-desired experiment—i. e., to build the largest tuna clipper in the world, and, with a mone

ry outlay which, economically speak-
g, had never before been attempted.
e took, therefore, the battered, twisted
reckage of the tug, and made of it the
arlet Queen, and the result of the op-
ation assumed a twist that even Strom
id not anticipated. Which is to say, in
unching the *Queen*, he also set a record
craftsmanship and economy that pre-
ously had been associated only with
uch smaller reconversion jobs.

The news, of course, was quickly nois-
l around, and it wasn't long before
ore reconversions and repair work of
similar nature started sailing into his
rds. An idea, in short, had paid off.
y 1948, his yards had become popular
siness centers even with various State

King Size

id Federal Government agencies inter-
ted in face-liftings for their sovereign
aft. In fact, on several occasions, these
conversions jammed his yards to a
oint wherein he had to sweat for space.

Now, three years after the San Diego
arbor Boat and Yacht Company's in-
ption and the *Queen's* birth, the two
ompanies boast an enviable record in
arine construction and refurbishing
rcles. However, they've recently aban-
oned a precedent which saw all con-
ruction work being completed at the
acoma yard, with refurbishing and re-
air work the sole operation at San
iego's yard. The first boat ever built
the Harbor Boat and Yacht plant is
ow in skeleton form and will ease into
arbor waters in the near future, as an
xample of the rapid expansion and in-
eased production the H. B. & Y. yard
as attained since 1948. (See "Cover," p. 5)

HERE, in San Diego, ships in the pro-
cess of conversion or repair num-
er many. Among them are the: *Seafar-
, North American, Commander, North
tar, Dominator, Conqueror, Scarlet
ueen, Corsair, Santa Anita, Sun Queen,
. Mathews, Pretty Penny, Cape Bever-
, Southern Queen*, and *Courageous*.
umberless private yachts and ships
ave been raised for painting or repairs
the yard, and marine equipment has
een shipped to all parts of the country,
the request of boat owners and
perators.

Boasting the United States Naval
raining Center as a neighbor, the Har-
bor Boat and Yacht Company is located on Harbor Drive and rests in the elbow of San Diego's busy waterfront highway. The exterior appearance of the yard is of a retiring nature, the only eye-arresting edifice looming in the form of a neat, white office building. A high white fence cuts off the view of passers-by, and, rising behind this, the hulls of giant clippers and yachts squat stolidly like big birds perching on rests while sunning themselves. Barely inside the main gate, however, the scene changes. To the right is a roaring machine shop that handles the brunt of engine work in the yard. The shop has the best and latest in modern marine equipment for curing sulky engines or balky boat parts. To the left is a dry dock that cradles all the huge clippers entering the yard for repairs. Straight ahead from the gate is one of two long piers that jut into the harbor and are constantly crowded with vessels of every kind, and covered with machinery regimented along its deck. A truck crane operates on this main pier and hauls the huge marine engines from their shells to the machine shop. Minor repairs, such as welding, painting, cleaning and sanding are completed along both piers. On either side of the yard are small slips and ways that, when looking in from the harbor, form a giant "T." All equipment is set up with an eye toward labor-saving.

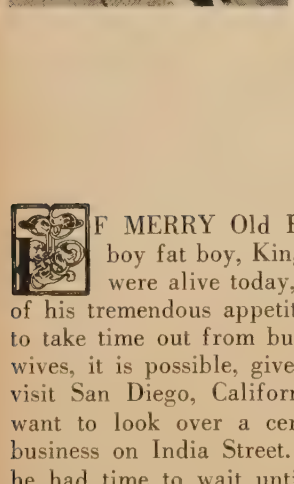
Directing this beehive of activity is Strom, who, in addition to working as General Manager at the San Diego Harbor Boat and Yacht Company, shuttles back and forth regularly between Southern California and Tacoma for conferences with Haldor Dahl, and to keep in contact with any new business commitments that may arise in the north country. Strom's aide-de-camp, is a 22-year-old youngster in whom he places complete confidence and responsibility, by name Arnold Strom also. Strom, Jr., is Assistant Dockmaster for the Harbor yard, a position he worked for and earned at the shaky old age of 19 summers. The first step in young Strom's boatbuilding education was as a fisherman when, after finishing school, he hopped aboard a clipper and worked along with the crew, thus learning exactly the rugged duty required of a big boat. When he joined his Dad in San Diego, he immediately established a shop to facilitate small craft reparations. As time progressed and his knowledge of the yard began to make itself known, the senior Strom shifted more of the load to the shoulders of his son, who took the added pressure in a grati-

(*Continued on page 17*)

Right-hand Man
Arne Strom, Junior

The "Works"
Harbor Boat & Yacht Company, San Diego, California, as seen from the clouds.

EXPANSION: **Architect's drawing (left), of proposed De Falco's new market, now under construction at Point Loma, Calif. Store is to be doing business by last of March. At right is old store on India Street, San Diego, Calif., established in 1936.**



Soup to Nuts

Louis E. De Falco's Market No 1 has long been a favorite with San Diego, California, people, who like a wide variety of grub. Now, in Point Loma, he's building Store No. 2

by William Walters

IF MERRY Old England's bad boy fat boy, King Henry VIII, were alive today, in possession of his tremendous appetite and willing to take time out from bumping off his wives, it is possible, given a chance to visit San Diego, California, he would want to look over a certain place of business on India Street. If, moreover, he had time to wait until late March, 1951, he'd probably like to wander through a Point Loma, California, offshoot of the India Street concern, which currently is undergoing a final facelifting calculated to make of it a topnotcher in its field. These establishments are known, by and large, as De Falco markets, and, at first glance, no two businesses in the same bracket could be, with one exception, more dissimilar. Where the parent organization effects a retiring facade, the new store, when completed, is to represent a Clothes Horse of the grocery business. Both, however, will house grubstakes of a magnitude and variety complete enough to provide a study for the New Products Division of any firm making its way by dealing in foodstuffs fascinations. Whether the popular policy of stocking everything from cross-bred citrus fruits to Bulgarian tripe is responsible for this expansion of one of the area's eldest grocery companies, is not a matter of strictly recorded history. But it could have helped. Then again, it could have resulted from a sort of pent-up rebellion by the present management against an iron-clad rule of the firm's founder. At any rate, the entire move has the flavor of insurrection typical of retiring American businesses suddenly gone streamlined 20th Century, with a bang.

Behind this move, in the capacity of part owner and President, is a good-natured, 230-pound Italian-American product of San Diego schools, by name De Falco, Louis E., who will not be allowed membership in the Life Begins At Forty Club for some time. A hearty trencherman himself, he has practiced a company "must" for years, i.e., "make our stock fit the appetite." Through the years, of course, this statute has brought customers from all sections of San Diego. But it also has resulted, from time to time, in quantities of white elephants, the acquisition of which causes a good deal of humor to run rife in the store. Indeed, his brothers Eugene and Phillip, and his sister, Santina, all of whom work at India Street, very rarely let such an occasion go by without applying a needle here and a needle there and the policy has been known to lay De Falco open to jokes.

ON one occasion, a store buyer came into his office and announced tha

(Continued on page 17)

the banker had a father

by Frank Evans

A part of A. E. Sutherland's business success can be traced back to the sage advice of a good-natured, big Nebraska farmer.

WHEN A. J. Sutherland, an energetic, adroit, 55-year-old American banker, first stepped rough the doors of Security Trust & ivings bank of San Diego, California, was not without a certain feeling of security, even to a man seasoned in e rough school of major finance. The ason for this was the same as that inolved in transferring an Eskimo, from s igloo near the North Pole, to a abitat somewhere near the general dicction of Death Valley Scotty's famous angout. Sutherland was faced, in short ith doing business with fishermen, a ecies of human socially, customarily nd economically removed from his rmer clientele. To be more specific, e had been doing business for years ith the good old American farmer, nd, as he took his place behind a desk, is first act was to think a bit. In the idst of this, he was struck with a ought once expressed by his father, a rmer and implement dealer in Neraska. This idea was aired when Suthrland the Younger was still trying to ttle for a career, and had lately beome interested in banking.

"You've got a good angle there," utherland Senior had agreed. "Regardss of what line they're in, they've got o do business with a bank.

"I would even say," he went on wryly, "that banking is here to stay. But remember this: Banking is not just handing out and taking in thousand-dollar bills. Banking is public relations, tact, diplomacy, business and financial instinct, integrity, and, institutionally speaking, civic-mindedness. Above everything, *know your people.*"

The advice had seemed pretty sound to Sutherland then, and now, in 1928, as Security Trust's new President, it seemed even more so. He set out, therefore, to put it in effect, and how well he has succeeded, since that time, is a matter known to every clipper owner on San Diego's waterfront. Even his more lukewarm admirers are willing to admit that in this year, 1951, there are few men in Southern California so well informed of commercial fishing's inner tickings than the man who, just prior to the Great Depression, didn't know the blunt end of a swordfish from a raft.

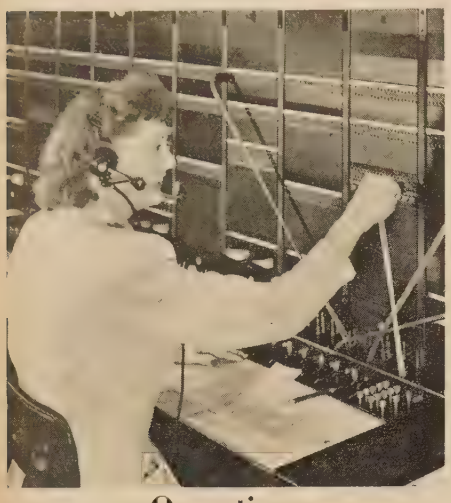
Sutherland, in fact, was one of the first of Southern California's roster of financiers to recognize the tuna industry as a potentially heavy-sugared element. He entered the scene at a time when Eastern wholesalers, theretofore lackadaisical in their treatment of the tuna picture, suddenly sat up and took notice of the flourishing transformation taking place on the West Coast. This expansion, if it were to continue, meant larger boats, and, when pioneers such as San Diego's M. O. Medina, Mathew C. Monise, and Joe Rogers began stumping for ships instead of boats, Sutherland was ready for them.

MANY big names today owe their success in business to Security Trust and Savings Bank because of a small loan the bank willingly proffered a long time ago. Cannery officials also received financial assistance from Security Trust at a time when fish was forty dollars a ton, cleaned, and boat fuel was four cents a gallon. Then, unlike today, a man mortgaged everything he owned, lock, stock and barrel, to get his boat or put up his building. The Portuguese fishermen had an especially difficult time in ekeing out a living in those barren and lean years when they had nothing to mortgage in order to procure a substantial loan that would enable them to buy a boat and make some money to feed their families. The Security Trust, realizing their predicament, in many instances loaned money simply on the strength of an I.O.U., and the confidence and integrity which they instilled in the fishermen reaped a feeling of gratitude and profits seldom realized in a bank's duty to a city. In fact, many of the men who made those early loans and are still fishing today will do business with no bank except Security Trust, a fact of exceptional pride to the bank.

(*Continued on page 18*)

Vice-President
Paul C. Kelley

President
A. E. Sutherland



Operations
Ship-to-ship, shore-to-shore nerve center.

Service on the High Seas

Here's a first-class analysis of that radiotelephone problem. Written by A. V. Engel, District Manager, Pacific Telephone & Telegraph Company, San Diego, California, it also suggests how you can get off the hook.

FOR a number of months there has been a justly growing concern about ship-to-ship and ship-to-shore radiotelephone communication, particularly as it affects the large fishing industry operating from Southern California ports. Controversial in many respects, the problem promises wide airing during 1951. Whether it will be resolved this year is a matter to be seen. Stated simply, the overall problem here in Southern California is this:

The coastal-harbor station KOU, with a 400-watt transmitter and an effective daylight range of about 200-300 miles over water, now serves more than 2,500 boats and ships of all types on a single radiotelephone communication channel in Southland waters. Prominent users of this coastal harbor service are the many fishing craft based at San Pedro and San Diego.

That this one channel, operating in the 2 to 3 megacycle band, is overloaded is quite apparent. One need only question any vessel radio operator to attest to this condition. Moreover, because of the low frequency used for radiotelephone communication, fishing vessels plying the coastal waters of the southern portion of Lower California, Mexico, Central and South America experience difficulty in reaching or contacting via radiotelephone their various companies in Southern California ports.

The fault does not lie with the ship's radiotelephone or the shore station. Simply, it is the natural limitation of range for radio signals in the 2 to 3 megacycle band. Also, it is a matter of the operators of marine radiotelephones not always avoiding unnecessary use of the channel.

What, then, may be considered a solution to the problem?

From one quarter, there is a loud voice which says: "Give us more coastal-harbor communication channels!" Another voice says: "Establish a coastal-harbor station at San Diego. After all, this port is considered to be the tuna fishing capital of the world!" Still another voice says: "Increase the power of ship radiotelephones!" Let's analyze each of these thoughts.

ADDITIONAL channels, even one additional channel, would help alleviate the matter of radiotelephone congestion within the effective range of the transmitting station. Radiotelephones aboard boats and ships could be equipped to utilize any of the channels that may be provided. True, more channels would be a partial answer to the problem. But unless the frequencies for coastal-harbor operations are assigned in the higher frequency bands, generally speaking, the range of the coastal harbor station would remain unchanged. It should also be understood that coastal-harbor radiotelephone operations have been designed to meet only the medium range communication requirements of vessels.

One must not forget that coastal-harbor radiotelephone communication is a fairly recent innovation in the industry. The first coastal-harbor shore station was opened for commercial business at Marshfield, Massachusetts in 1934. The Pacific Telephone and Telegraph Company's station KOU near San Pedro was opened for service in the spring of 1936. Service provided by this latter station has grown along with growth of all kinds in Southern California since the end of World War II. Tuna vessels formerly relying more or less exclusively on telegraph to relay their messages to home ports have found many advantages with the use of the radiotelephone, among them the effect of the spoken word.

Establishing a coastal harbor station at San Diego, instead of building another at San Pedro, would probably add about 90 miles southward—the approximate airline distance between San Pedro and San Diego—to the effective range of a station operating in the 2 to 3 megacycle band. It is doubtful then if a station at San Diego would greatly benefit the tuna fleet. Directional antennas might improve the range of the shore station in one direction—that of

(*Continued on page 22*)

Author
A. V. Engel

Progress and Pink Gold

Part II:

THE MARINE PRODUCTS COMPANY STORY

by John Springer

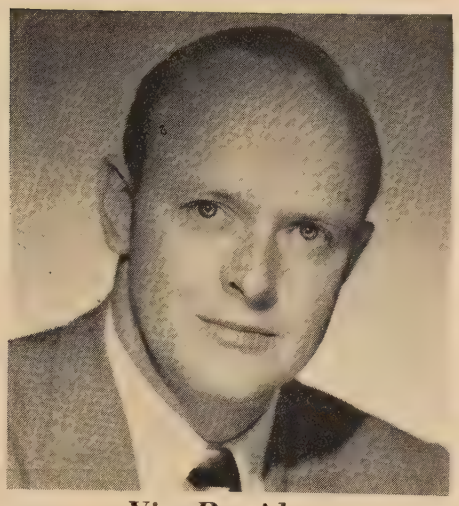
•

NFLUENCED by his friends, including Lucian K. Small, who, at 60, is resident and founder of San Diego, alifornia's, nationally-known Marine oducts Company, and impelled to action by his own flaming patriotism, exico's General Abelardo Rodriguez, 1940, embarked on a smashing campaign to wrest control of the Mexican rimp industry from the Japanese. olders of a four-year concession from e Mexican Government, which permitted their shrimp fishing along the est Coast of Mexico, Japanese conrns had thrown men, ships and supies into the area in such numbers and uantities that they virtually controlled is type of fishing in Mexico. Powerlly entrenched, from both an economic nd political standpoint, they had manged to institute a shuttle service to and om Mexico and Japan, and tonnages the little deep-sea *crustacean*, dredged om Mexican waters and shipped to pan for exporting, had climbed, by 940, to 34,000 tons, according to the st estimates.

Alarmed by the trend so early as 937, Small had blanketed his Mexican iends with warning letters, and, moreer, he had followed these opinions th numerous visits with high-ranking exican officials. At first glance, this eration, however, seemed to have had tle effect. But, despite his warm iendship with Rodriguez, even Small arcely realized the extent to which ese developments had affected the exican philanthropist-financier. Formly President, then Governor of the ate of Sonora, Rodriguez, since 1937, d quietly been training a group of ung men to take over if, and when, e blow-off came.

HOW well he laid this groundwork is emphasized by the careers of

(*Continued on page 23*)



Vice-President
J. W. Willis. Acts as liaison officer.

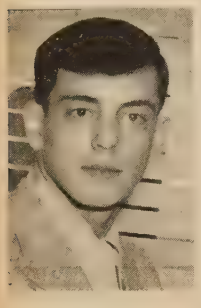
Right Arm
Gil Kuhn, assistant to Lucian K. Small.

Hub
The busy Marine Products Company plant at San Diego, California.

Progress & Production

Edited By
LAWRENCE LUSITANA

JUDGING from letters and other forms of information received when first *Pan-American Fisherman* announced the creation of this section, the country is going in for *production*. As we go to press, there still remains around thirty manufacturers' announcements on our desk, yet to be printed. We will, however, get to them in time, even though, due to our limited space, many had to be neglected in order to balance our editorial content for the March issue. Frankly, we didn't know so many new and interesting products were yet unsung, and it's gratifying to know that, especially in this time of international anxiety, the country is production-minded, as never before since the last world conflict. Here are a few, then, that may interest you. They were among the first to arrive, and, consequently, they got the preference:



DUCK TO WATER:

One of the interesting developments of the year has been the widespread adoption by commercial fishing industries of the quick connecting hooks or sea links manufactured by the Brummel Hook Co., 1619 Winona Ave., Chicago, Ill. The sureness and speed with which they make it possible to connect or disconnect wire, rope or chain, immediately interested those engaged in purse seining, ground-line or long-line fishing, according to the dope we get from various fishermen. Experiment in actual commercial fishing operations apparently quickly proved their practical worth, and now they are being used in quantities on both the Atlantic and Pacific Coasts.

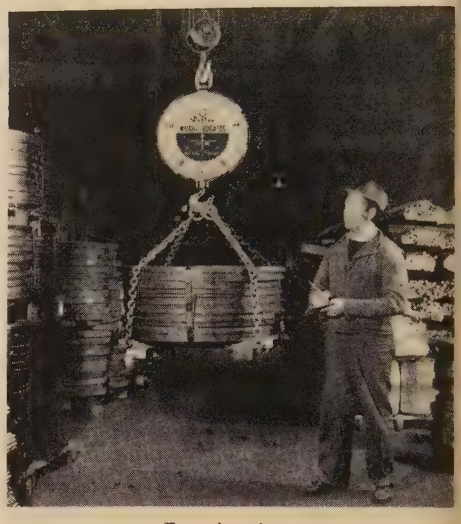
Brummel Hooks, though easily joined by just a turn of the fingers, even in the dark by feel alone, reportedly can not come apart until intentionally disconnected, at which time they separate as quickly and as easily as they were joined. This makes it possible to instantly add or remove any number of skates in a set, or to securely link a buoy line to an anchor, etc. Tests also showed them to be exceedingly strong but light and resistant to sea water corrosion.

In addition to their now familiar fixed eye and swivel hooks or sea links, other items of the Brummel Hook Co. line could be useful to commercial fishermen. For instance, the mooring deck fitting is said to be a big help for quickly, but securely, attaching and detaching light mooring lines, attaching fender lines, signal flag halyards, etc. Then there is the nut hook, which can be attached to threaded bolts, and thus installed is useful for hoisting small boats and cargo. All in all, it appears that, if the progress they've made in their first year is continued at the same rate, Brummel Hooks or sea links could soon be standard equipment in commercial fishing.

Safe
GS Carboy Tilter

LATEST ADDITION:

WITH more than three and one-half years of research and development under its belt W. C. Dillon & Company, Inc., 1421 South Circle Ave., Forest Park, Illinois, is proud to announce the latest addition to its line, the new Dillon weight indicator. Originally known as the Dillon Industrial Scale when it was first announced about three years ago, the organization since has re-designed and improved this indicator so that it is said to be far superior to the original version in every respect. The dial diameter has been increased to 16", affording closer readings. Pivots and bearings are of higher polished, hardened tool steel. Full compensation for tare loads has been provided, and a 360 degree ball-bearing swivel hook is now standard. As for accuracy, this is within *one* division of the indicated reading at any point on the dial.



In Action
Dillon Industrial Scale

The Weight Indicator will weigh such materials as steel, wire, lumber, cement, aluminum foil, scrap, drums, crates, poles, reels, machinery and hundreds of other items. It is thought to be especially advantageous where long or bulky objects cannot be easily moved to a central weighing point.

SAFER METHOD:

The new GS No. II Carboy Tilter, with pouring spout, is designed to assure a safer, faster and easier method of pouring acids and other liquids from carboys. The soundly functional design of this unit should save time, effort, and materials by its quick, easy action, and advanced safety features. Long and dependable service is sought for, by use of structural steel supporting members with welded and riveted construction. The Air Vent pouring spout offers a smooth flow of acid, and eliminates spurts and splashes. Made of acid-resistant rubber and plastic tubing for extra long life, the spout has a flow capacity of five gallons per minute. GS No. II Carboy Tilter with air vent pouring spout is $24.95 complete. For trial or further information, write to General Scientific Equipment Co., 2700 W. Huntington Street, Philadelphia 32, Pa.

(*Continued on page 28*)

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DEPENDABLE because — experience, plus the use of the finest tools and materials available always assures you of a finished job of lasting satisfaction. Completion of the first work will quickly convince you of the dependability of repairs by this yard.

Two 1000-Ton Marine Railways To Serve You

Long Beach
MARINE REPAIR CO.

L.B. 6-6433 TE 4-1214
1409 W. 7th St. Long Beach, Calif.

RECONVERSIONS

(*Continued from page 11*)

fyingly businesslike stride. He can usually be found along the piers or with his Dad in one of the small shops in the yard, wearing a pair of grease stained khaki pants, a weather beaten leather jacket, and an old pair of shoes. Like his father, Strom, Jr. is an easy-going, unpretenious individual, stands over six feet in his size eleven socks and weighs more than two hundred pounds.

THE site now occupied by San Diego Harbor Boat and Yacht Company was bought by Strom and Dahl from Al C. Busche and Pete Rask several years ago. Originally, the San Diego Harbor Boat Works, which was co-owned by Busche and Rask, carried on their marine repair operations on the grounds. Since that time, under Strom's direction, the personnel of the yard has risen to a payroll of seventy-five men, and thousands of dollars worth of vital equipment has been added to maintain the high operational standards that have made of Harbor Boat and Yacht Company a first-class shipyard, with an emphasis, at all times, on economy for the customer, big or little.

SOUP TO NUTS

(*Continued from page 12*)

he had had a "call" for pidgeon milk. De Falco, an Accountant, was engrossed with a stack of wholesaler's invoices. He looked up absent-mindedly, adjusted his glasses, and asked, "What? what was it?"

"Pidgeon milk. A customer wants some. In gallon cans."

"Well," muttered De Falco, riffling the bills, "Don't stock too much of it. We'll probably never get another request for it."

A favorite ship's supply house for tuna fishermen and boat owners, his store often receives orders for so much as $1,000 worth of foodstuffs at a crack. He prefers to check these personally, before they are passed on to various personnel for filling. This, he feels, keeps him more or less acquainted with what fishermen are eating while at sea, and, in addition, he is able to spot more quickly any discrepancy in the edible commodities handled by his store. But it has had its exasperating side, too. Several years ago, he publicly reiterated an announcement of a service extended by his store — translations of some Romance languages. Upon going through a sheaf of orders, he found, one day, a sheet written in Portuguese. The order was filled, but not without some sweating. On another, he discovered in a batch of lists a request for six coal-burning airplanes and a case of left-handed squee-gees. "I wish there had been such things," he muttered darkly, "would that guy have been surprised?"

De Falco's decision to erect an imposing super market marks a definite change of policy for De Falco Market Company, Incorporated, if not an outright straying from the fold. His father, throughout his years as head of the organization, instituted, and never relented from, the policy, "keep it small and jammed to the rafters," until the day of his death in 1935.

THERE is no doubt that Francesco De Falco knew his fishermen *and* the grocery business, however, despite his rather conservative methods of doing business. Something of a linguist, he set up shop in 1910 on State and "F" Streets, complete with whole spices, cracker barrels, flour bins and barber-pole candy for the kids, and, through long hours and patience he gradually built up a healthy business. Certainly he contributed his part to commercial fishing. He was, for example, one of the first of the waterfront grocers to set up a prompt store-to-shipboard delivery service, and on this tenet he laid the groundwork for today's $500,000 De Falco organization. Naturally, this sort of operation was bound to bring in trade, and, coupled with his other conviction relative to "rafter jamming," he began to make money. To be sure, waterfront Elders still like to recall the kindly man who would get-it-if-I-don't-have-it, and then deliver it on the run, even though they are willing to admit that the present-day De Falco's busy trucks do a fair job also. But whatever the straying may amount to, psychological speaking, De Falco *fils* has gone all the way. The new market, as a matter of fact, will represent 14,000 square feet of Neoned glister, glitter, spit and polish and service-with-a-smile. The customer also will find about 25,000 square feet of parking space.

The expansion move, will not be the sole reform to take place in the organization. De Falco's social and civic activities have, in times past, taken up a substantial portion of his time. Unmarried and socially well-placed, he is, in addition to other responsibilities involving minor service groups, Secretary and Board member of the American Tunaboat Association, and a member of the San Diego Chamber of Commerce. Formerly a member of the Border City

(*Continued on next page*)

CALIF. TUNA CANNING CO.

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SAN DIEGO, CALIF.

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SERV-MOR
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CABIN-BOY

Junior Chamber, as Board member for twelve years, he was one of the spearheads of San Diego's nationally-known Yellowtail Fishing Derby, an event that still commands his time and interest.

He is an excellent golfer, and his drives, on a good day, are the despair of his opponents, such as, when the pairing demands, Harold Cary, Mathew Monise, Joe Medina, (now in the Azores), and Cosimo A. Cutri. Motoring also is a favorite pastime, and, for this purpose, he uses an Oldsmobile, which is usually traded in each year. While in school he was a steady, reliable athlete, specializing in no particular sport, and he still spends time at all good sports events. He lives in the Point Loma district with his mother, Etienne, and has never married for what could be considered a very good reason: "I like 'em all."

His father's reaction to this expansiveness would be worth knowing.

BANKER

(*Continued from page 13*)

Of course, all this does not mean the bank extended its hand recklessly. It did, however, stretch rules and regulations governing banking procedure in extending loans to the marine industry in a manner that raised no few eyebrows in banking circles. But, what Security was doing, in essence, was taking a chance that other monetary institutions hesitated to take, thus solidifying themselves diplomatically and financially with the fishing industry.

Today, after years of growing pains, depressions, wars, the fishing fleet is, without the slightest intent of equivocation, high among the important industries that have brought San Diego to the fore in national and international economic stature and importance. The annual monies realized from its operation total well over the hundred-million

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ark, and employs thousands of people, ot only from San Diego but all along ie California coastline. Ergo, the faith id assistance poured forth via Security rust's ample resources has not trans-ired without accomplishments and rofits. And, to add to this, many other anks on the local scene hastened to opy and learn the smooth and sincere rocedure with which Security Trust ained the respect and gratitude of the ntire fleet.

ALL these clauses of civic achievement and support have been the rain child of A. J. Sutherland, who is qually adept at making friends as he money for his bank, and he's had ome experiences. Born a farm in Wav-ly, Nebraska, in 1896, he launched his anking career in 1919, following his raduation from Nebraska University, id, in subsequent years, held the fol-owing positions: President of the First ational Bank of Bakersfield, Califor-ia; President of the American Trust ank, San Francisco; President of the ank of Palmer, Kansas. The capital-tic sagacity he ultimately inherited rough long years of practice and pro-edure, plus applied ingenuity and en-gy, are obviously reflected in the effi-ent manner in which the Security rust & Savings Bank operates today, id the place in community prominence at it has attained. Sutherland doesn't onfine his talents to banking, however, or, as many niblick wielders will testi-, he is an accomplished golfer and sually makes his tee rounds once or, ccasionally, twice each week, coming at the clubhouse with a respectable ird and a calm and collected attitude.

Sutherland has an impressive, but odest, home on Rosecrans Drive that nds to illustrate an impeccable taste or classic, but silent, preferance in construction, and, which reveals the capable qualities of selection and judgment required of a man in an important position. He has a son and daughter, both of whom are married and raising families of their own. Sutherland, Jr., owns and operates several car parking lots in the downtown area of San Diego, and is interested in buying a certain flower shop that has been put on the sale block. His daughter and son-in-law live in Ohio, where the bread winner is employed as a Ford car dealer. It might be added here that the senior Sutherland runs his bank in a manner calculated to keep his help happy. His employees enjoy many advantages as representatives of Security Trust & Savings in the form of health and life insurance, retirement pensions, and a profit plan that the bank inaugurated some time ago, and all these free additions to the workers' pay envelopes each week have resulted in a satisfied and firmly entrenched personnel.

PERHAPS the most prominent among the "longtermers" at the bank is Paul C. Kelley, Vice-President, who began his banking career with S.T.&S.'s in 1906 as a messenger boy. Kelley, a tall, gray-templed gentleman with an affable manner accentuated by a warm smile and twinkling eyes, learned his job, to use an old cliche, "from the ground floor up." He left for a three year hitch in the Army during the first war; was elected V.P. in charge of loans in 1927; took command of the trust department in 1931, and assumed his present position of V.P. in charge of Banking Real Estate Loans in 1945. He also is a member of the Security Trust and Savings Bank Board of Directors, a fitting climax to a Horatio Alger struggle to become a success. His knowledge of the fisherman's life and existance was, like Sutherland's, of valuable assistance to him in gaining his present role in the bank's operations, and has helped him make many important decisions. The strong-voiced, 59-year-old Kelley was born in Point Loma, and can remember the nakedness of the waterfront before the fishing industry took over, hook, line and dock, and they still remain with him as fresh and clear as thought it were only yesterday that he strolled along the then beachfront and visualized the possible changes that would occur in the future. He wasn't, in the slightest sense, disappointed, for the present waterfront scene is material evidence to those early visions.

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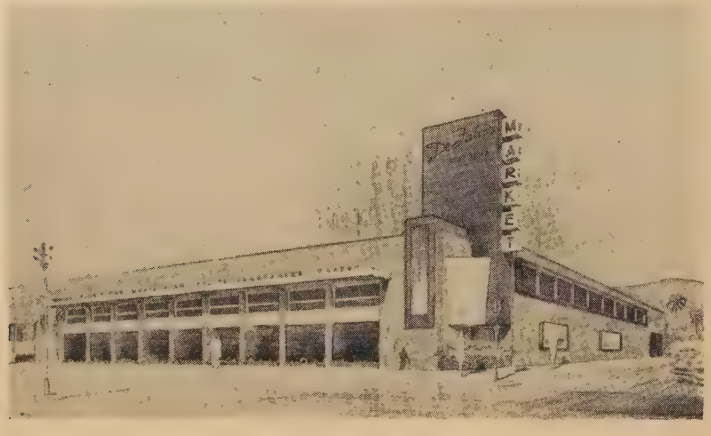
De Falco's

Now Offers a New SUPER MARKET

You and your friends are invited to attend the opening, the latter part of this month, of our new and second store, located at Rosecrans Blvd., and Lowel St., in the Point Loma District.



This second unit of DeFalco's will be one of the largest and most modernly equipped food stores in the San Diego area. It offers more than 10,000 feet of shopping space, scientifically arranged to facilitate easy and fast shopping, plus 25,000 feet of parking space for motorists.

Large and varied stocks of the finest foods, produce and meats, which has made DeFalco's preferred by food buyers since 1910, will always be featured at the new Point Loma store.

We extend a special invitation to our many friends and customers in the fishing industry to attend the opening of our new store. Exact opening day will be announced in the local newspapers.

De Falco's

Serving San Diego's Fishing Fleet and Fishermen's Families Since 1910

Rosecrans Blvd., at Lowell St.

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These outstanding San Diego Companies cooperated in the construction of the distinctive, new DeFalco Market . . . recognized as one of the finest of its kind in the San Diego area.

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Fair Winds

By BOB McGRAW

ALTHOUGH many West Coast cities have become, during the past five years, internationally-respected for their hard-driving in developing to a boom their marine commerce and industry, few indeed have achieved the giant strides forward that has characterized the efforts of the Port of Seattle, Washington. Aware of its tremendous possibilities, this port's success therein probably lies, to a great extent, in its ability to hold the interest of the press. Certainly Northwestern newspapers, magazines and trade journals have not been asleep at the switch. Through these mediums, favorable stories and interesting pictures dealing with the port have flowed before the public in an endless stream. As the result, Seattle has reached a point of unprecedented notoriety in the archives of maritime history. Geographically, as well as in the matter of civic interest, Seattle, of course, does have an advantage. Unlike San Diego's limited docking facilities for commercial fishing craft, the Puget Sound waterway boasts of many piers and docks for incoming and outgoing vessels; clear, large areas for loading and unloading; trucking zones that enable longshoremen and businessmen to complete their carting and trading in the shortest time; adequate railroad accommodations that emphasize speed and conformity in the transferral of foods and goods, and markets that provide an immediate outlet for increased public purchasing power.

True, all of these dockside advantages have been hammered into the public by the publicity mediums just mentioned, and with obvious results. But the gentlemen of the North apparently are missing no bets, even though they have gained a running start. In case, so it would seem, that interest should flag at the 'nth hour, the Port of Seattle Commission has come up with a new angle, and one calculated to cinch the interest of the press for some time to come. In May, the Commission will touch off a contest between newspaper writers, with prizes to be given for top-flight work, thus assuring the Port of publicity for some time to come—unsolicited!

The purpose of the entire editorial recognition plan, as expressed by J. A. Earley, Vice-President of the Port of Seattle Commission, is to nurture interest in the importance of all forms of maritime commerce and activity to the ports and cities of the Puget Sound area, and, through the press, to impress persons in that same area with the relative continuity of maritime commerce and industry to their economic life and welfare. The Commission, in inaugurating the contest, thus mixes sound public relations with maritime commerce and industry progress, subsequently portending, to some extent, a continued rise of that great city's status in maritime circles. Port of Seattle Commission President E. H. Savage will head award presentation ceremonies at the annual Propeller Club dinner, May 22, at which time five first place commemorative plaques and five second place honorary certificates will be awarded to the writers of outstanding reportorial efforts during the year. Serving as entry judges for the contest will be Clarence H. Carlander, President, Puget Sound Freight Lines; Edward Garrison, marine editor, Tacoma News Tribune; A. R. Lintner, President, American Mail Line; Howard MacGowen, U. S. Collector of Customs; Charles Regal, marine editor, Seattle Post-Intelligencer, and Jay Wells marine editor, Seattle Times. These men are, directly and indirectly, in daily contact with the buzzsaw waterfront scene in the northern city, and have been for some time. They have observed the expansion of ship passage, market outlets, canneries, construction and Naval installations in the Sound and have dutifully aided in its present commercial prominence. The Puget Sound publicity boom is a sure way to gain prestige and additional portage facilities, and business.

COMMUNICATIONS

(*Continued from page 14*)

maximum radiation—but obviously th service would be degraded in other di rections.

BECAUSE power is only one of sev eral important factors that affec the communicating range of a statio increasing it would not be a real solu tion to the overall range problem. Othe considerations would include the typ of antenna system employed and also the matter of being on the right fre quency at the right time. As a matter o record, Pacific Telephone has been ex erting every effort to obtain additiona coastal-harbor radiotelephone channel to relieve the congestion present with the one channel now in operation.

The Federal Communications Com mission has been studying this critica situation and intends to adjust matter by additional frequency allocations fo marine services for ship-to-ship and ship-to-shore communication. The prob lem affects all seaboard and inland water areas of the U. S. International considerations and agreements as to as signment of radio frequencies to avoid radio interference and also rules cover ing use of frequencies presently assign ed or to be reassigned to marine service must first be completed before relie occurs.

Part of the overall problem undoubt edly will be met when Pacific Telephon places into operation two shore station recently authorized by the FCC, to car for the short range requirements of loca harbor craft operating in the immediat vicinity of the ports of San Diego an San Pedro. These stations will emplo frequencies in the very high frequenc range similar to those used in connec tion with mobile telephone service fo automobiles and trucks. Construction i scheduled to start on the two stations a San Diego and San Pedro in the nea future. When the facilities are in use some of the burden should be relieve in the 2 to 3 megacycle band employe for the medium range coastal-harbo service.

THE best solution currently for tun fleet operators who desire longe range transmission and receiving is t subscribe to the telephone company "high seas service." Any suitably equip ped vessel operating in the Mexica Galapagos waters could be assured c radiotelephone communication with th type of service.

There are three land station tran mitters for high seas service in the U. The Pacific Ocean areas are served b station KMI near San Francisco; th

aribbean area by station WOM near iami, Florida; and the Atlantic Ocean eas by station WOO near New York ty.

This service employs frequencies nging from 4 to 17 megacycles and, in the case of coastal-harbor service, irs of frequencies are designated for mmunication with each of the land tions. Different frequencies, however, e required in high seas service for fferent times of the day, different sea- ns and different distances. Several ch pairs of frequencies are necessary permit communication under varying nditions.

Fishing vessels using high seas ser- e in the Mexican-Galapagos area may id that their calls would be picked up any of the three land stations in this untry and thence these calls would be ayed by land lines to their destina- ns. As in the case of coastal-harbor vice, rate areas have been designated d the charge per call would be de- ndent upon the ship's position when acing the call.

It is interesting at this time to note at the FCC now has recreated the third ss license qualification for operation high seas frequency stations. Form- y, the FCC ruling required a first or cond class radiotelephone operator's license. All three types of radiotelephone communications—the short range VHF service for local harbor craft, the medium range coastal-harbor service, and the long range high-seas service—which are being or will be provided by the telephone company for ships and boats operating out of Southern California ports give excellent coverage. As

the use of radiotelephone increases in coastal and harbor waters, additional stations doubtless will be provided.

BUT the growth will come gradually and consistently as the needs of vessel operators expand and increase. Pacific Telephone will move steadily forward with its provision of marine communications just as rapidly as facilities are authorized and conditions permit.

PROGRESS

(*Continued from page 15*)

these men, all of whom today represent some of the most astute figures in Mexican business. They number, among their group, such men as Hector Ferreira of Guaymas, Sonora; Romeo Cabral of Tijuana, Baja California; Francisco A. Morales, Jr., of Ensenada; Hernando De Cima of Guaymas, Sonora; Gabriel Milhe, Jr., of Guaymas; Roberto R. Cordova of Ensenada; Jose G. Gutierrez of Topolobampo, Cayetano Ynigo Seldner of Topolobampo; Manuel Obregon Oteo of Santa Clara, and Juan G. Sanchez, also of Santa Clara. Although not directly associated with the group, Rodriguez action gave rise, in addition, to such fisheries figures as General Silvano Perez Ramos of Guaymas, and Pedro Pinzon of Mazatlan. Plenty of water, of course, has gone under the bridge since those tugs-of-war with the Japanese. Since that time, for one thing, Ferreira is no longer associated with the Rodriguez group, and many new enterprises of an allied nature, not necessarily Rodriguez-inspired, have reared their heads. But the original troop was loaded for bear, when, in September, 1940, Rodriguez opened fire.

(*Continued on next page*)

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• Mackerel
• Sardine
• Lobster!

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The action, to be sure, was beautifully timed. During that month the Government of President Cardenas had announced that the Japanese shrimp fishing concession, which had run out, would be renewed, and the Japanese, feeling secure by virtue of their powerful lobbies, sat back to take life easy for another four years. Their hour of contentment was even more enhanced by the fact that Cardenas' Government had displayed a marked indifference to suggestions that it appropriate funds to take over from the Japanese. But they reckoned without the threat of Rodriguez. At the ninth hour he appeared in Mexico City, and offered not only to set up and direct the bulk of the Mexican fishing industry, *but to finance it as well.* An uproar, heard so far North as Seattle, Washington, followed. The Japanese, however, might as well have saved their breaths, protests, influence and money. A wealthy, influential man, the soft-spoken ex-Army officer held the aces; he was then, as he is today, as tough as they come. He took on all comers, so to speak, and, by the time the smoke had cleared over Pearl Harbor, T. H., on December 7, 1941, he had wrested control of the Mexican commercial fishing industry from the Japanese, including that pertaining to shrimp.

THEN he went South. Within a year he had financed a fleet of fishing vessels; constructed a big shrimp freezer at Guaymas, and set up his present system of *cooperativas*. He also backed ships outfitters, provided better equipment for fishermen, stepped up a network of supplies outlets, and backed ships chandleries. His *cooperativas*, which he inaugurated to exploit his "trainees," is roaring full-blast and profitably today. (To explain, these *cooperativas* mean, purely and simply, the establishment of a business, its transfer of management and bulk of the stock to a "trainee," with a percentage of the income to be retained by the founder.)

The system, needless to say, has made wealthy man of more than one of Rod quez group of neophytes, and althou an American businessman, doing bu ness on American soil, and hence authoritatively placed to direct Mexic legislation, Rodriguez never forg Small for his interest in the proje Indeed, if there was one thing he nee ed at the moment, it was someone ca able of arousing sufficient demand f his potential supply.

The smoke hardly had settled in 194 therefore, when Small's Marine Produc Company was made the American repr sentative for the original Rodrigu shrimp freezing plant at Guaymas, S nora. This was the Productos Marin de Guaymas, S. A., and, with the boo in production, the addition of larg boats, the correction of new marke more plants began to pop up on Califo nia's coast. Among these associate with Marine Products Company wer and are, Pesquera de Topolobampo, A., Mariscos Congelados and Producto Congelados, both of Santa Clara. Pe quera de Topolobampo, at this writin has grown to the position of the large shrimp freezing plant in the worl Owned by Rodriguez, this company managed by Jose Gutierrez, while Pr ductos Marinos, Mariscos Congelado and Productos Congelados are manage

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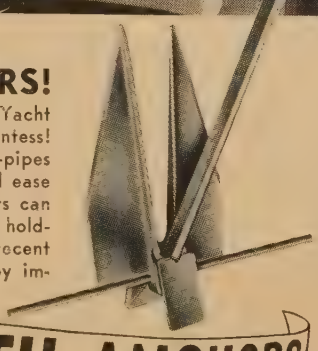

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The new tuna clipper 'Countess' is equipped by

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- PRECISION ENGINEERED
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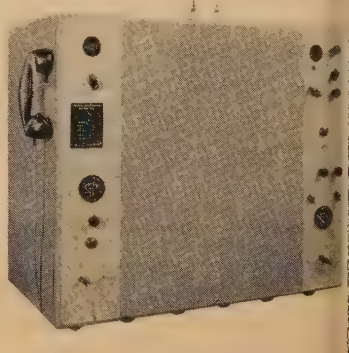
- FINEST MATERIALS



Illustrated above is the equipment installed in the new tuna clipper "Countess"—a 500-watt telephone designed for the fish-boat frequencies, with a 300-watt telegraph and high frequency telephone to provide the extended range required by the clippers of the Tuna Fleet.

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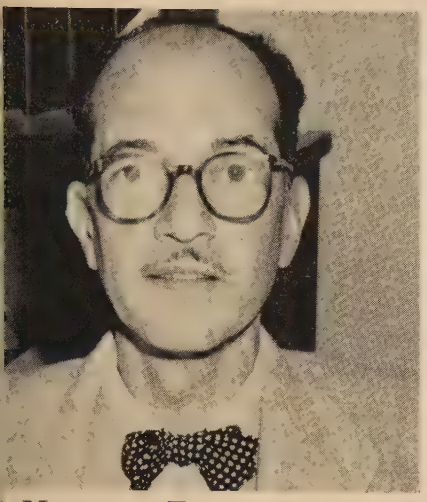

Manager, Export-Import
Ernest Kosterlitzky

Cayetano Ynigo Seldner, Manuel
regon Oteo and Juan G. Sanchez, re-
ctively. All are Rodriguez ventures,
l their executives are Rodriguez-train-
men. Despite the tremendous politi-
pressure and activity marking those
ly-day operations, the picture, of
irse, has enlarged so rapidly that it
kes the evolution-nucleus appear as
empest in a teapot.

Today, for example, more than ten
ars after Rodriguez' historic innova-
n, Mexican businessmen have more
n $25,000,000 wrapped up in sharp
ezing plants at Guaymas, Topolo-
mpo, El Golfo, La Reforma, Santa
salia, Matzatlan, Salina Cruz, Santa
ara, and in the shrimp fleet. The new-
of these, to be sure, is the strikingly-
lorful little port of Santa Rosalia, for
enty-five years the chief shipping cen-
of the French-owned Compagnie du
leo copper mines. More, the shrimp
wler fleet itself has been growing,
ring the past three years, by leaps and bounds. In point, San Diego's National Steel & Shipbuilding Company, Incorporated, alone has constructed, within this time, seventeen trawlers for the Mexican fleet. Each of these vessels is 54 feet long, has a speed of seven knots and carries a five-man crew. The average cost of a craft of this nature is $37,000, and, adding emphasis to the boom, National's executives recently were reported to have been negotiating for the construction of twenty-five more trawlers with one of the Matzatlan plants, at an estimated cost of around $1,000,000.

COGNIZANT of the implications involved in this growth, the Mexican Government, reasonably enough, is letting no grass grow under its feet in the matter of conservation. Recently, the Government outfitted, and dispatched a research vessel, the *Sharona*, on a long-range research program, directed by Rene Nunez, an American-trained biochemist. Chiefly, the objective of this junket will be the determination of the annual safe yield of shrimp, and the move would seem to have plenty of merit, if Mexico's shrimp industry is to balance its export with the hard-hitting distribution policies of Marine Products Company, its biggest distributor.

Currently, as a matter of fact, Marine Products, from its start as a distributor of shrimp to a few West Coast outlets only, sells and distributes frozen fresh shrimp throughout the United States and the Hawaiian Islands. In 1951, the company probably will distribute about 9,000,000 pounds of the delicacy overall, through its brokerage representation in cities such as Seattle, Washington, Portland, Oregon, San Francisco, Los Angeles, and San Diego, California; Phoenix, Arizona; Salt Lake City, Utah; Boise, Idaho; Kansas City, Missouri; Chicago, Minneapolis, Pittsburgh, Baltimore, Maryland, and New York City. In cooperation with the shrimp producers themselves, Small has in effect a distribution, sales program, and management policy that has changed little since its inception. The one exception is that the company now has added canned abalone to its shrimp output, an

(*Continued on next page*)

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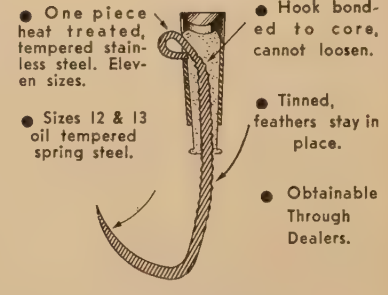
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item that was not handled during the growing pains of the organization. With something of the showman's instinct for color, Small has seen that his brands carried catchy brand names, and that the packaging is bright and eye-catering.

The Marine Products labels are "Ocean Garden," "Miramar," "Mirasol," and "Gulf of California." The institutional pack, itself, is a five-ounce carton. The shrimp are layer-packed, carefully selected for uniformity of size, and enclosed in a thick, heavy ice block glaze to prevent discoloration and dehydration. The organization also distributes a twelve-ounce consumer pack, which is layer-packed, too, and encased in a gleaming cellophane overwrap, manufactured by Milprint, Incorporated, Chicago. Fibreboard Products, Incorporated, supplies the cases and cartons for the five-ounce institutional pack, and the twelve-ounce cartons are provided by Marathon. The master containers for the twelve-ounce boxes are put out by the Container Corporation.

The emphasis, in all cases, is on cleanliness and precision, both at Marine Products and in the freezing plants themselves. Shrimp are trapped in otter trawl-type nets, and, after being hauled aboard the crafts, they are instantly beheaded, washed, stored in the boats and heavily-iced. Upon arrival at a dock, they are unloaded in wicker or metal

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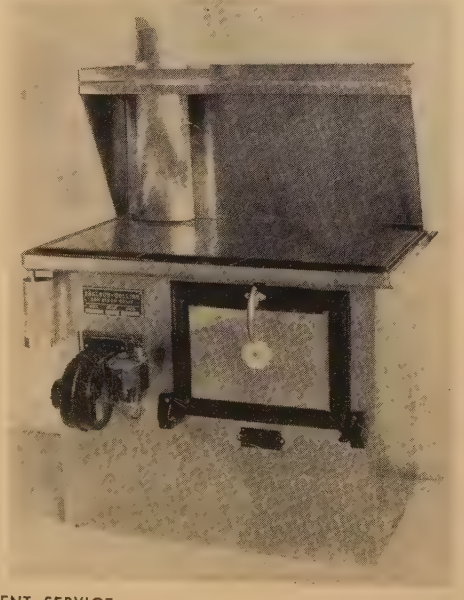

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kets, weighed, washed carefully, and n transported to the packing room, re they are given an even more rough washing. The shrimp then are ried to the packing tables, where ex- ienced packers, usually girls, grade n for size and quality, then pack n in stainless steel trays. Following , they are arrayed in orderly rows two layers deep; that is, they are er-packed. At this stage they are car- l to the weighing table, where in- ctors representing both distributor packer check the shrimp for uni- mity, quality and count. When all estigating parties are satisfied, a en is placed over the tray, and an rator drenches the tray in cold water, up-ends it for drainage. Another ert then takes charge of the tray; her is to add a measured amount of e water to the pan for the final glaz- . The trays, at this juncture, are ered with a stainless steel lid, and ked on a freezer and rolled into a ck-freeze tunnel. When the product rozen and removed from the tunnel, tray is uncovered, and it is dipped old water to release the block, after ch it is slipped into a five-pound eve-type, end-opening carton. Then ther operator, who closes the carton ls, emerses it in ice-cold, pure water fill voids and to guarantee a first- ss glaze. These five-pound cartons then are encased in master containers and stored at zero temperature until shipped. The finished product, of course is loaded in PFE cars, which have been pre-cooled for twenty-four hours previously.

Preparation of Marine Products' Ocean Garden twelve-ounce unit is similar to the procedure utilized in processing the five-pound pack, with exception of the actual pack operation. Employing production line methods, this pack

also is carefully graded for size and quality, and encased in the Marathon twelve-ounce vegetable carton, weighed, and moved by conveyor to a Package Machinery Model FF Wrapping Machine. After overwrapping the twelve-ounce cartons, operators place them in large crates, then haul them to the freezing units on small trucks. The distribution procedure of these units, through Marine Products Company channels, has varied little since the firm's inception, and, in this policy, Small has been adamant. The organization will sell only to wholesalers and processors of food; sales are never made to restaurants or retail outlets. Naturally, such a dictum promotes excellent relations between his firm and its brokers, and this philosophy, more perhaps than any other company regimen, has become an organization statute through the years. Another, and possibly an equally important, conviction, is his insistance that a firm is only so strong as its staff of employees, or the weakness of that staff, as the occasion may be. From an employee slant, many observers consider him fortunate. Most of his wage earners have contentedly been with him for years, especially those of his executive branch. An exception to this, of course, is J. W. Willis, who recently was transferred from Wilbur-Ellis Company, Los Angeles, to the post of Vice-President for Marine Products Company. Willis acts as co-ordinator between the former and the latter organizations, and also serves as liaison officer between United States importers and the Mexican shrimp producers. Gil Kuhn, Sales Manager and assistant to Small; Mrs. Helen Bojens,

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Executive Secretary to Small; Howard C. Dudley, Auditor & Secretary of the Corporation; Ernest Kosterlitzky, Manager, Import-Export Department, and Superintendent-Chief Engineer, Walter N. Manns, however, are all oldtimers. A workhorse himself, Small demands plenty of effort from his people, although not in such huge doses as those he rams down his own esophagus. Consequently, he has a conspicuously faint interest in motion pictures, golf, sports events and other run-of-the-mill entertainment and, with exception of his sleek, spit-and-polished yacht, the *Marpro*, which he and Rita, his wife of many years, purchased some time ago, he has no serious hobbies. He likes well-cut clothes, but dresses quietly, in compliment to a sort of relaxed dignity that fits well his personality and method of speech. He still has an alert curiosity, a huge mental capacity for absorbing and analyzing international political, economic and social trends, and a species of Old Testament adherence to the fulfilling of promises and committments. These latter attributes, plus good health, strong friends, and a nose for trade, obviously have had much to do with the establishment of a great industry, and the quick success of one of the most interesting and colorful commercial enterprises on the West Coast of the United States.

Progress & Production

(*Continued from page 16*)

PRECEDENT:

When Captain Dominic Tringle of Boston installed the new Raytheon Mariners Pathfinder, Jr., radar on his 90-foot dragger, the *Agatha* and *Patricia*, (one boat), he established a precedent for Boston's fishing fleet. Never before had a fishing vessel in that area been equipped with radar. The Raytheon Mariners Pathfinder, Jr., has been specifically designed for smaller vessels. Comprising an antenna, transmitter-receiver and indicator, it is, according to Captain Tringle, unusually easy to operate and install. The light-weight and compact design makes it possible to install in limited space formerly unable to hold other types of radar. The boat fishes for haddock, cod and other ground fish along the Gulf of Maine and adjacent waters.

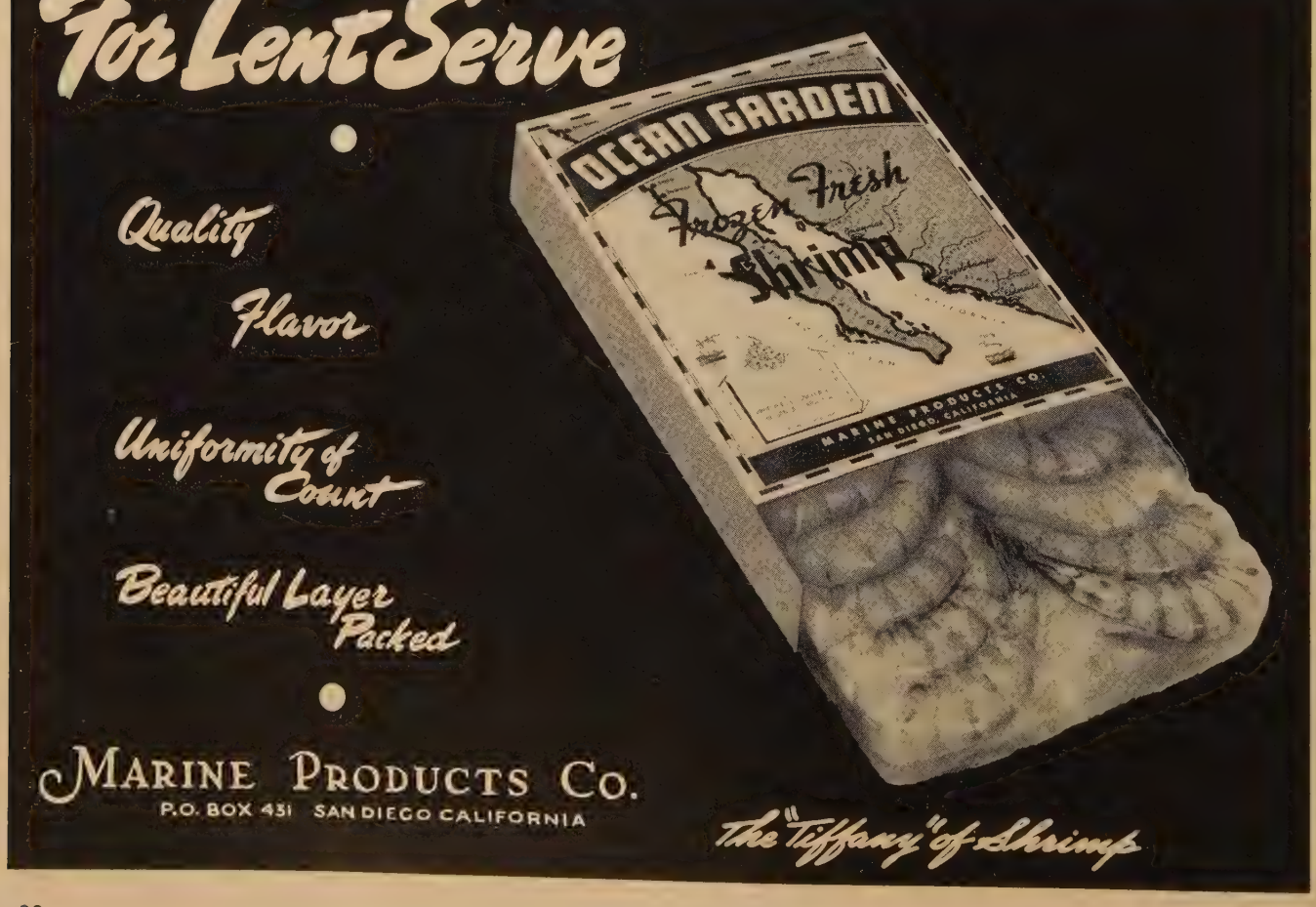
The dragger is equipped with the latest navigating equipment, including loran, radiotelephone, radio direction finder and echo depth sounder. Captain Tringle, who has advanced ideas about fishing and welcomes anything on his vessel which will aid in catching more and fresher fish, said, "If we keep getting navigating instruments, the chart room and the wheel house will be wor as much as the whole ship." He consi ers this new radar as the "most ama ing navigational aid ever devised, great thing for the fishing fleet."

NEW LOCATION:

Union Diesel Engine Company sa that its Southern California branch h been relocated. Formally handle through Campbell Ship Yard, the Sout ern California branch's new location 7206 Amherst Street, San Diego, Ca fornia. It is, however, still under t direction of T. K. Vestergaard, who h been with the company on to three year Vestergaard, who picked up experien with the United States Merchant Ma ines during the last war, reports h duties will be aiding fishermen in a visory and other capacities.

NEW DEAL:

The appointment of H. J. Keizer West Coast Sales & Engineering Repr sentative was announced last month b Walter K. Davies, President of th Lister-Blackstone, Incorporates, Ne York, diesel engine manufacturers. W are told the position is newly create one that calls for representing Liste Blackstone distributors and authorize dealers throughout the West Coast te ritory. Headquartered in San Francisc Keizer will travel the entire Pacifi



st, aiding in the selling and engi-ring of Lister-Blackstone installa-s. Serving the Tuna Fleet at San go, California, also is the Diesel hnical Service, Incoroprated, 205 W. ket Street, a Lister-Blackstone agent, maintains complete repair and parts artments. Berger A. Luthe Co. is er-Blackstone representatives for the Angeles area.

W SCOPE:

OMPLETELY redesigned, the long familiar Johnson-Williams Com-tible Gas Indicator has been given a scope of installation flexibility bined with a new low price. Called J-W Sniffer, the new unit is en-ered along building-block lines to mit separate mounting of controls indicating meters, and the ready ition of accessories in marine in-lations where space is at a premium. he indicating meter a 2¾ inches metically-sealed flush-mounting type be placed anywhere on the instru-nt panel. The control box can be ed at a convenient remote location here its pilot light can be observed. detector unit, protected with a five-kness heavy close-mesh monel metal en, mounts low in the hull—where losive vapors collect—and the three s inter-connect with heavy-duty les. Alternative control boxes are ilable for use with two detector units ted in separate compartments, thus viding for selective check. The face es of the one and two-detector flush-unted control boxes are 2¾" by " and 2¾" by 6⅛" respectively.

W DISTRIBUTOR:

We learn that the Baker Engineering poration, Los Angeles, has been ap-nted a distributor for Baker air con-oning and refrigeration equipment the Southern California area by the er Refrigeration Corporation of th Windham, Maine. The new firm continue the sales, contracting, man-cturing and service operators per-med by the Baker factory branch in Angeles, since its establishment 29 rs ago. The business will be carried from 351 South Anderson Street, Angeles, the same premises as oc-ied by the Baker branch for many rs. By establishment of this new dis-utor, the Baker Refrigeration Cor-ation is retiring from direct consum-ales and contracting in the Southern ifornia area, but it will maintain a ehouse stock and district office at S. Anderson St., Los Angeles, to e its distributors and dealers and trade. This will remain under the ction of C. E. Hollingsworth, Dis-Manager, and staffed by factory ned engineering and service repre-atives.

EBB'N FLOW

(*Continued from page 9*)

RESENTMENT

Bank Loan:

Texas shrimpers demanded government protection against competition of foreign fisheries at a meeting of the Texas Shrimp Association last month in Brownsville, Texas. Sore point in evidence with the aroused ocean gold-hunters was an alleged $1,250,000 export-import bank loan to Mexico for the purchase of shrimp trawlers. A Lone Star State representative revealed the group's collective opinion in a statement to the Association by saying the lion would indirectly add to the flood of foreign shrimp already being imported by the United States, and, too, would seriously jeopardize the livlihood of many American shrimpers. No immediate action was taken. Some observers, however, contended the loan would expand the Mexican shrimp industry to a point wherein even more millions of pesos would pour into this country for American-manufactured marine supplies.

INTO NEW FIELDS

Quaker:

From boxing cereals to packing fish is apparently one smooth operation for the Quaker Oats Company of Chicago, Illinois. The famous cereal company recently purchased the stock of Coast Fishing Company of Wilmington, Delaware, a large seafood packing plant, at an estimated $4,100,000. The Wilmington concern has been a manufacturer of canned tuna, mackerel and sardines and a cat-food product. Quaker Oats, in addition to its original cereal product, is a manufacturer of animal foods and various chemical products. The Wilmington concern will retain the personnel now employed in management, packing plant and fishing fleet capacities, and will become a unit of the national food-packing organization. The plant, in event of sudden government restrictions on vital metals, can switch to 100% production of food for human consumption in a short time. The company operates sixteen purse seiners and four tuna clippers and employs an average of 300 persons in the packing plant.

MONEY, MONEY, MONEY

Record Haul:

With the Southland sardine season over, San Pedro, California's fishermen have settled back to rest a while. The 265,490 tons of sardine captured this season, valued at more than $9,300,000, far surpassed the record 200,000 tons caught during the 1942-43 season, and

(*Continued on next page*)

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has set a new record which will be hard to beat. Not only did the 1950-'51 season set a catch record, but it also registered the record catch for a single day on Oct. 7th, with a 10,390 ton total.

EMBELLISHMENT

New Piers:

San Diego, California's City Council received a unanimous recommendation from the Harbor Commission to award a $249,018 contract to Guy Atkinson Company in Long Beach, California, to construct three 560-foot tunaboat piers at the foot of Date Street along the Embarcadero. The recommendation was spurred by council members, because delayed construction of the much needed docking facilities for San Diego's rapidly expanding tuna flett would result in additional material and labor costs. The piers were started the latter part of February, and the contract calls for completion of the job within 190 days. Each structure will measure twenty feet wide out to 400 feet, and thirty feet wide for the remaining 160 feet. The commissioners originally planned to construct two piers but changed their decision when confronted with facts that definitely pointed to the necessity a importance of an additional pier. T piers will accommodate thirty clippe and during the albacore season, wh more than two thousand jig boats op ate out of the harbor, the smaller cra will be assigned to berths at one of t piers.

STALEMATE

Pros and Cons:

Officials predicted a complete stan still of San Diego, California's, fishi industry by mid-March because of 2,0 striking fishermen and 400 enginee

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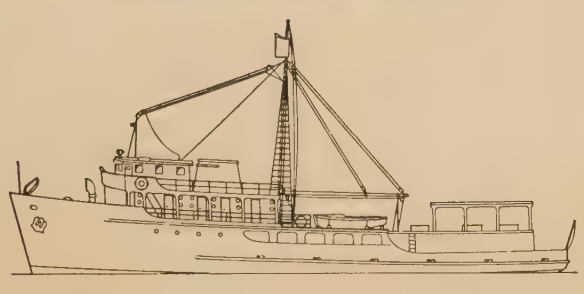

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unaboats. The major part of the fleet at sea and would return about that e, thus joining 150 other idle clip-s. Both boat owners and fishermen e failed to reach a feasible decision he labor dispute and no meetings e been scheduled for the future, ac-ding to Ordeen Rockey, federal labor ciliator. Fishermen are demanding to three per cent increases in wages le th engineers are holding out for additional quarter share. Incoming pers with fish-laden holds will not affected by picket lines and will un-l their catches without interruption.

PREPARATION

b:

acific States and Alaskan operators e preparing for what they considered most active crab canning operations undertaken. Thoroughly convinced, ording to reports from Seattle, Wash-on, that imports of Siberian canned would not depress the American ket, as they did a little over a year Alaskan operators were known to at least doubling in number. Early lts of fishing seemed to indicate a d season for crab, and the present e per case has obviously attracted operators.

GOVERNMENT

nestic Activity:

n Washington, D. C., President Tru-n named four Americans to serve on International Commission for scien-investigation of tuna. Appointed ne committee were Gordon W. Sloan, gon; Eugene D. Bennett, California; ton C. James, District of Columbia, Lee F. Payne, California.

PROTEST

gestion:

ast month, officials of three Long ch, California, fish concerns, in their ade to "find a place" for small fish-craft to tie up, penned letters to the rd of Harbor Commissioners. Harry Steele, President of Seaside Fisher-ies, M. A. Marsh, general manager of South Pacific Canning Co., and N. A. Kovacevich, president of Lido Fisheries Inc., expressed a need of better docking facilities for the smaller boats. "Mackerel and albacore boats have no place to tie up," wrote Steele. He also pointed out that 225 small boats bring their catches to the harbor at Long Beach, and that they comprise an industry valued from $10,000,000 to $15,000,000 a year. Marsh reported that "more and more mooring space which had heretofore been used by fishing boats, is being used for yachts."

COMMUNIST CRABS

Thums Down:

The United States Government banned import of Russian canned crab, effective immediately, because of the manner by which it was manufactured. Russian slave labor, convict labor and indentured labor is used in canning the sea delicacy, and, according to United States Customs Commissioner, Frank Dow, "Is out of line with our international policy of exchange of manufactured food articles." Dow, also stated, in the daily federal register, in Washington, D. C., that there is a plentiful supply of crab in the United States to meet American consumptive demand. American crab meat packers have been protesting the import of Russian crab meat for many months, and hailed Dow's order as a constructive and welcomed measure of action.

EDITORIAL

(*Continued from page 6*)

sible couldn't read. The situation, of course, is no different on the waterfront than it is anywhere else in the city. If, as a matter of fact, this method of money-grubbing were not so brazen, it would be laughable. Despite the crush of a vulturine tax system, and the minor shakes, such as those just mentioned, the City Administration still is yelling for more money on which to operate. In view of the Federal Government's gigantic squeeze, it would seem that a bit of City cheeseparing actually is in order. In this respect, to be sure, the Police Department, to return to that august body, could contribute substantially. Fifty per cent of the present force should be more than adequate, even to dealing with the murderous, thieving, depraved, misbegotten, unsavory, besotted gangs who are said to be moving to town. The slack could be taken up with kids, at ten dollars each a week, who could read, write, and tell red from white.

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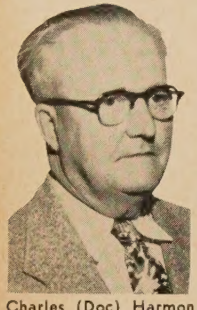

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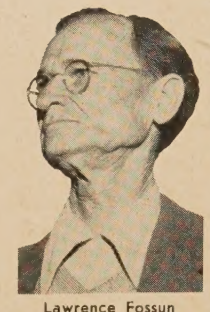

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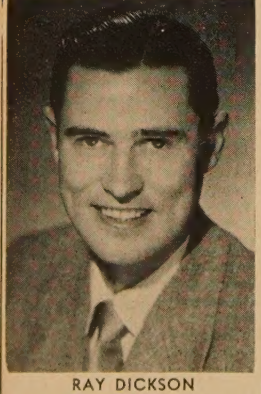

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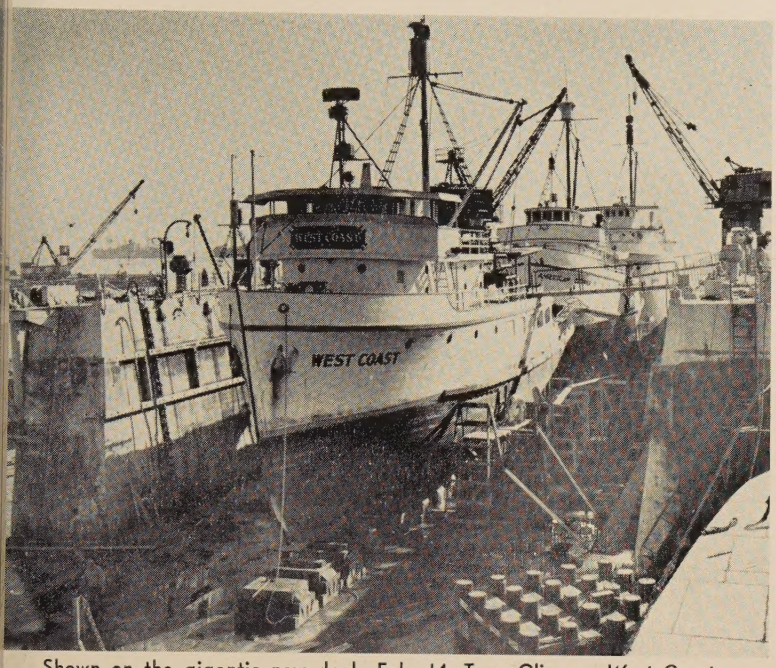
"Randy"

F-6656 RANDY OVERLEASE
Service Manager

MARTINOLICH



Shown on the gigantic new dock, Feb. 14, Tuna Clippers *West Coast*, *American Clipper* and *Ocean Pride*.

First Again!

3000-TON FLOATING DRYDOCK

Now MARTINOLICH, the Pacific Coast's most progressive shipbuilding company, scores with another first—the largest floating drydock available to commercial fishing vessels. It will take the very largest boats or mother-ships—with ease and utmost safety.

Other important "firsts" at MARTINOLICH'S

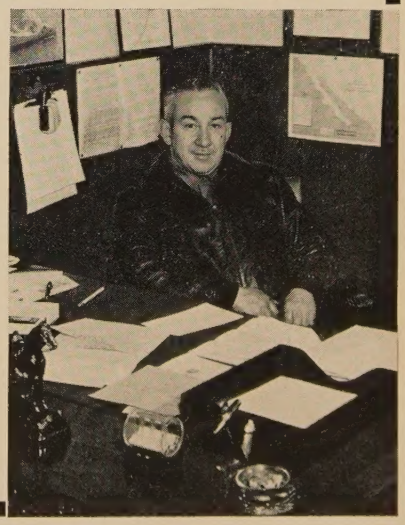
Propeller Pitch Bender

The only hydraulic machine of its kind on the Pacific Coast—installed at a cost of more than $25,000. Saves time; insures maximum efficiency in operation and fuel saving.

Sandwashing Process

This important process is the very best method for cleaning both steel and wood hulls. It is both fast and thorough; insures guaranteed results and will save days in getting your boat back into operation.

ANTHONY C. MARTINOLICH, Pres.



MARTINOLICH means—BETTER WORK—FASTER REPAIRS—PERSONAL SERVICE

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SHIPBUILDING COMPANY

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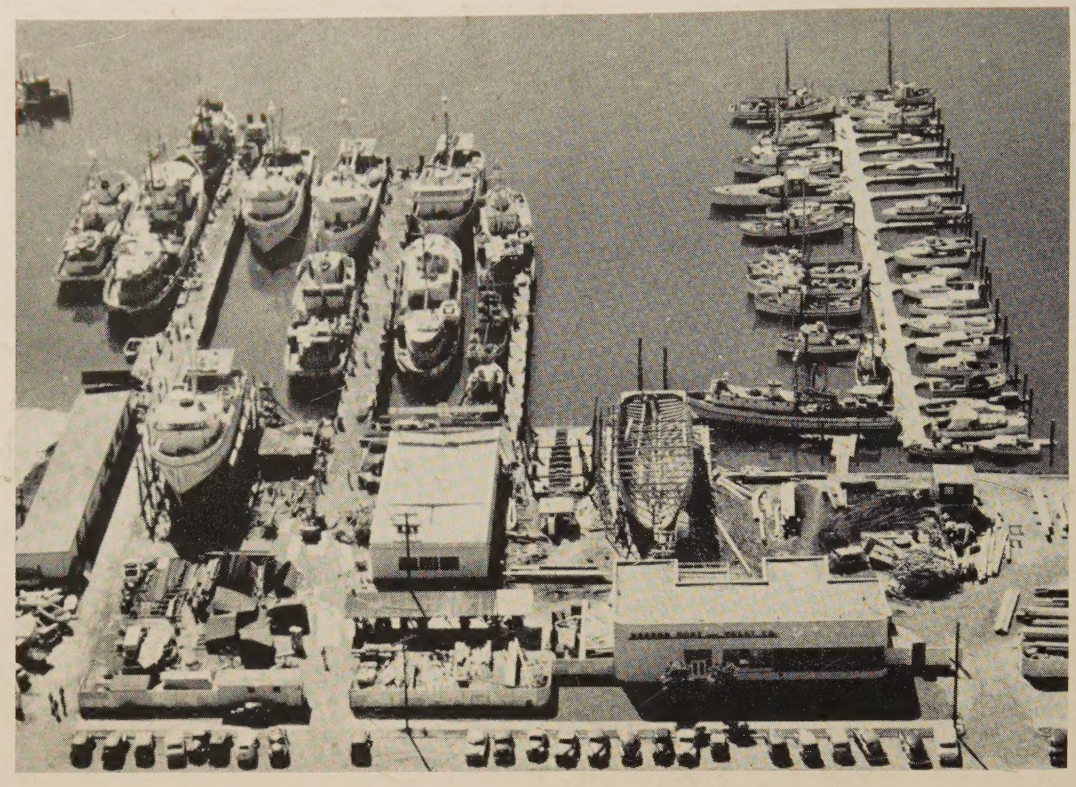
DEPENDABLE REPAIRS & SERVICING



The Harbor Boat and Yacht Company offers boatowners one of the most complete and efficient yards to be found on the Pacific Coast. Its equipment is modern and the best; its workmen skilled and experienced. You save both time and money, and are certain of the very best job, when you bring your boat here.

- ★ **RAILWAYS TO 1000 TONS**
- ★ **HOWE ICE MACHINES**
- ★ **NORTHERN CARGO & ANCHOR WINCHES**
- ★ **AMMONIA CONDENSERS for ALL BOATS**
- ★ **SAFETY SEAL**—water-proofing for electric motors
- ★ **POWDER ZINC SPRAYING**

COMPLETE, MODERN MACHINE SHOP

TEXACO REG. T. M.

TEXACO Marine Products

in line with Harbor Boat & Yacht's policy to provide its customers with the very best, a modern, complete fuel dock is maintained on the bay front of its yard. Here boatowners have available the complete line of TEXACO MARINE PRODUCTS—recognized by marine men everywhere as the very best for operation efficiency and fuel economy.

Here also is available the vast facilities, experience, and research findings of the Texas Company—to solve the fuel and lubrication problems of boatowners. We invite you to make use of them.

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